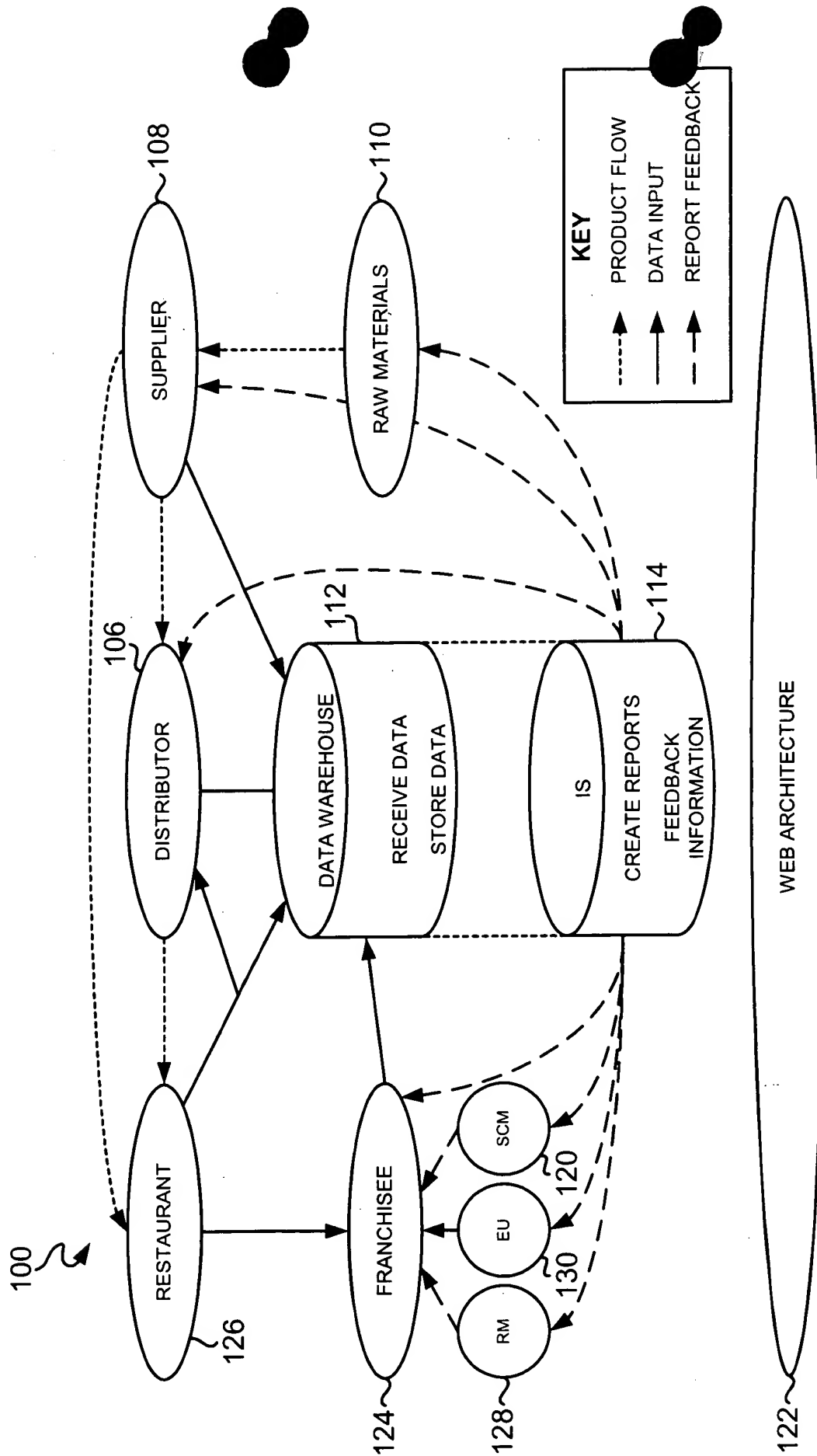
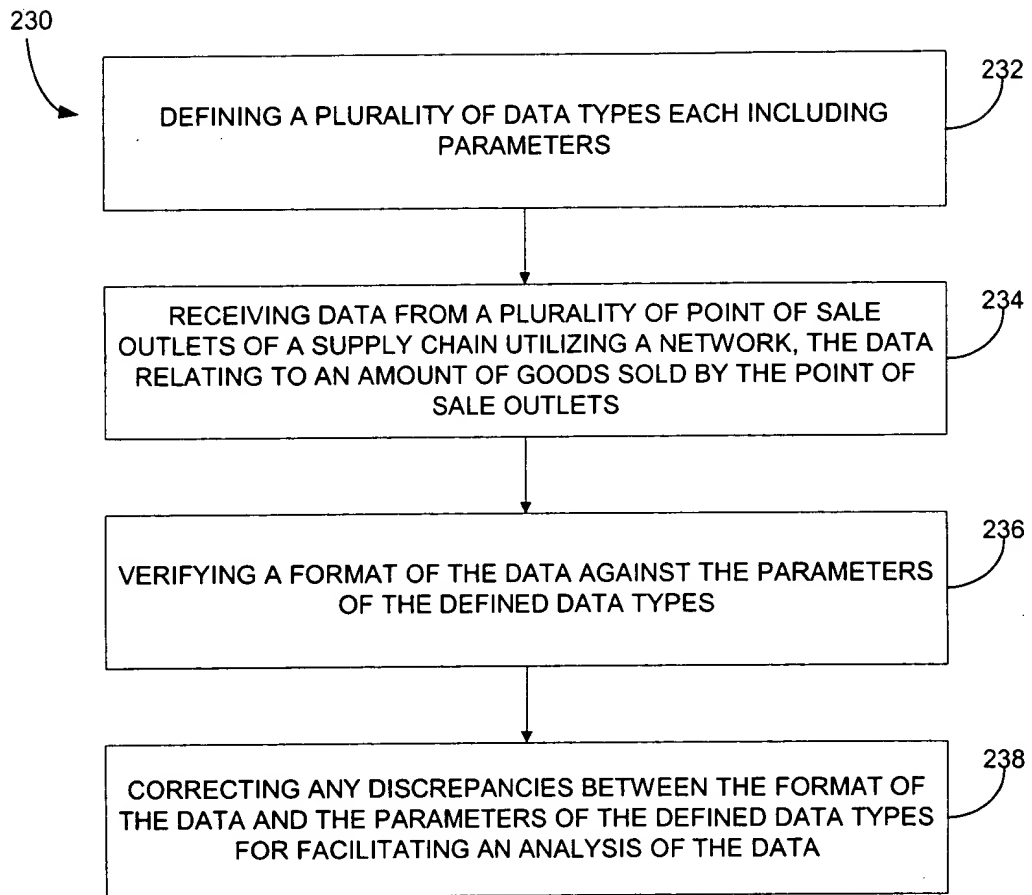
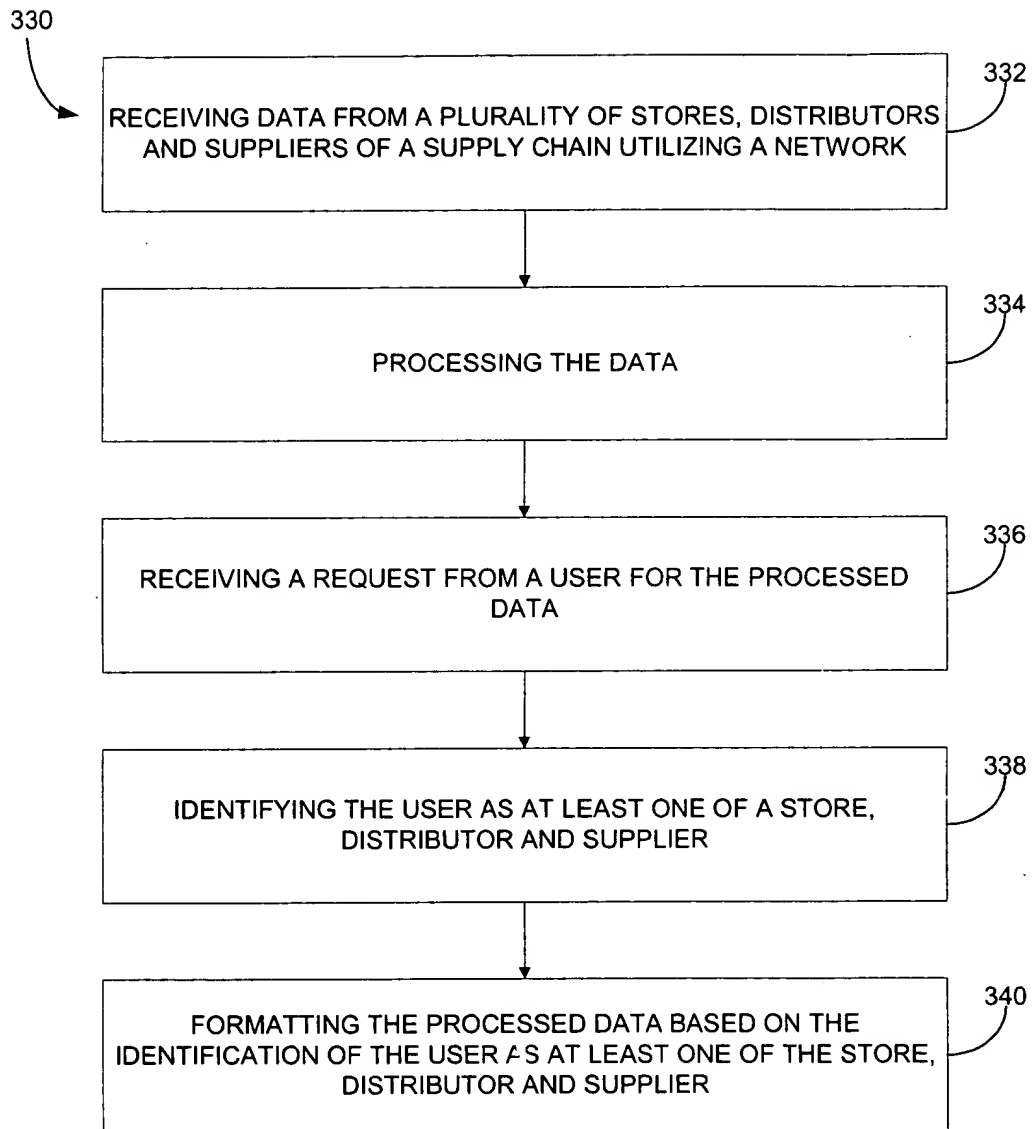


**FIG. 1A**





**FIG. 2**



**FIG. 3**



FIG. 4

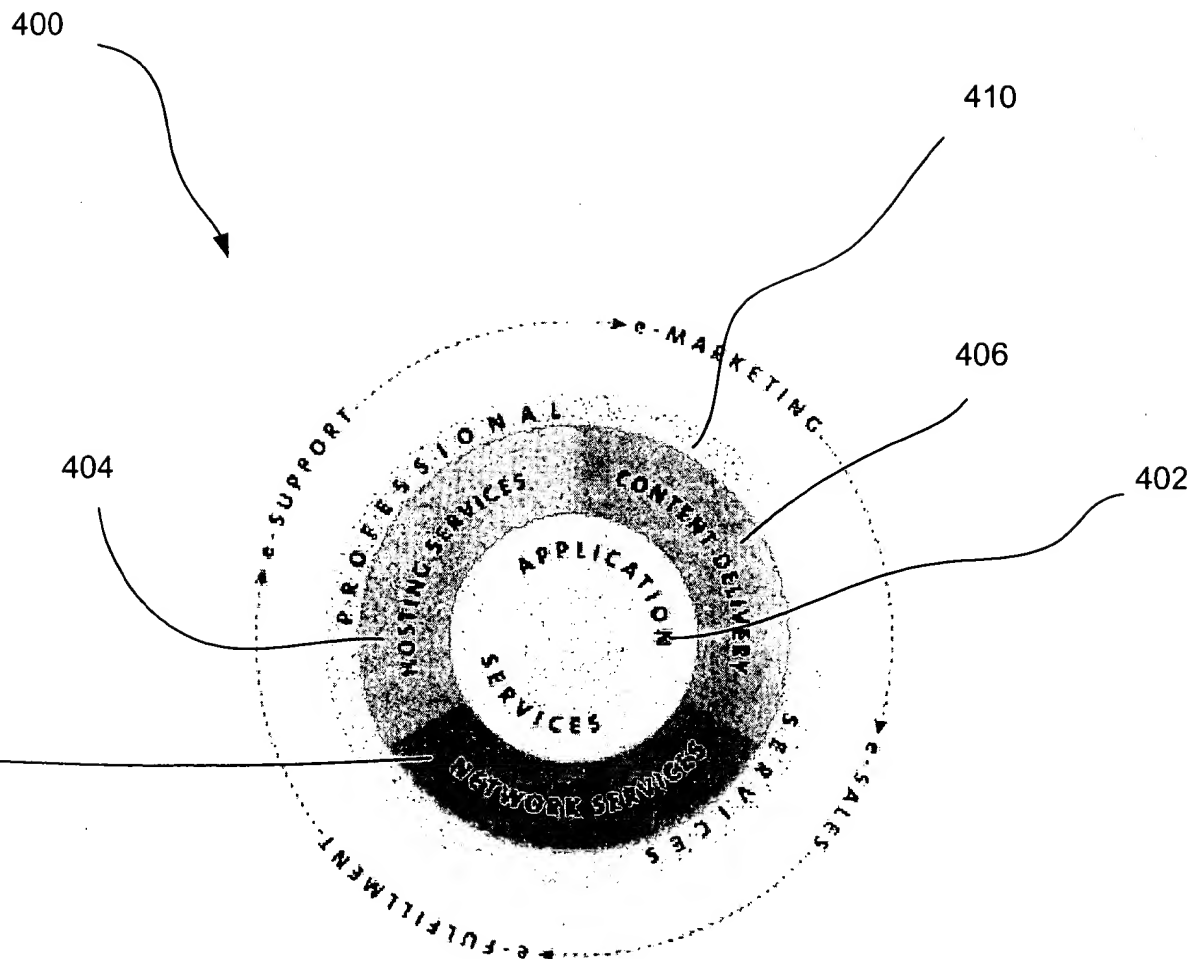
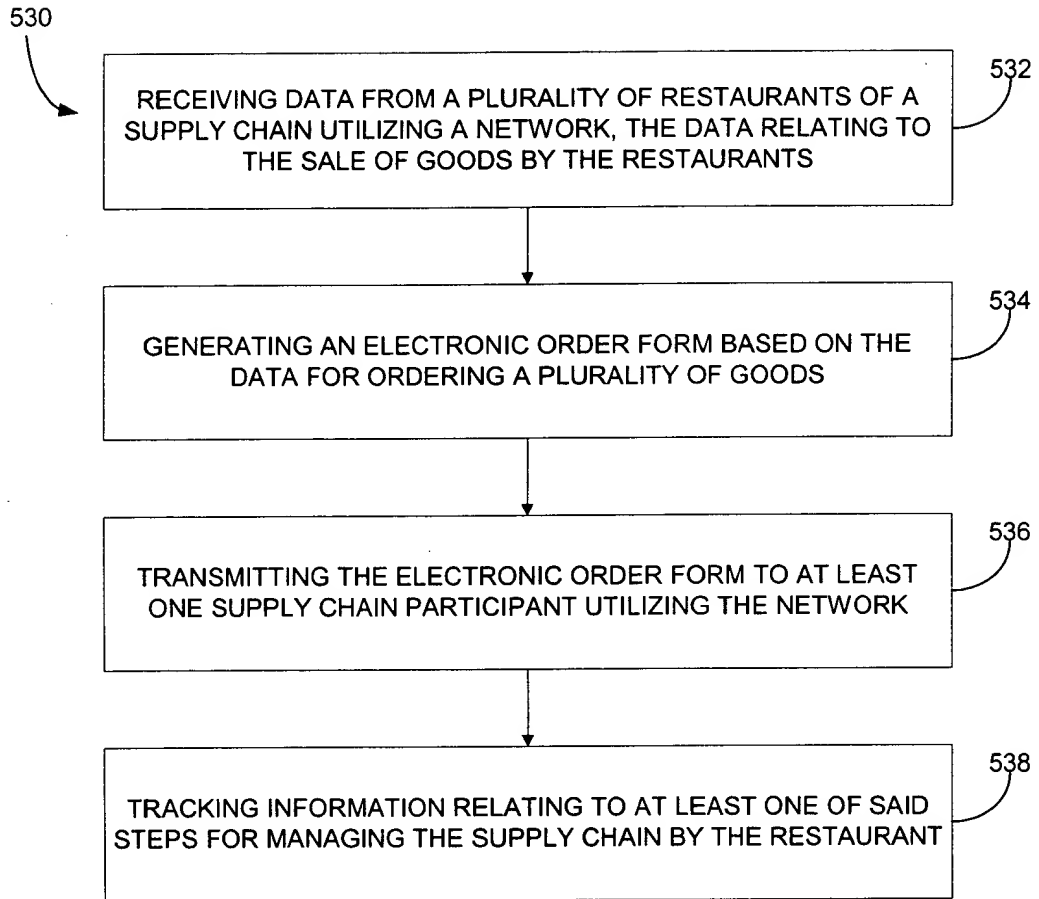
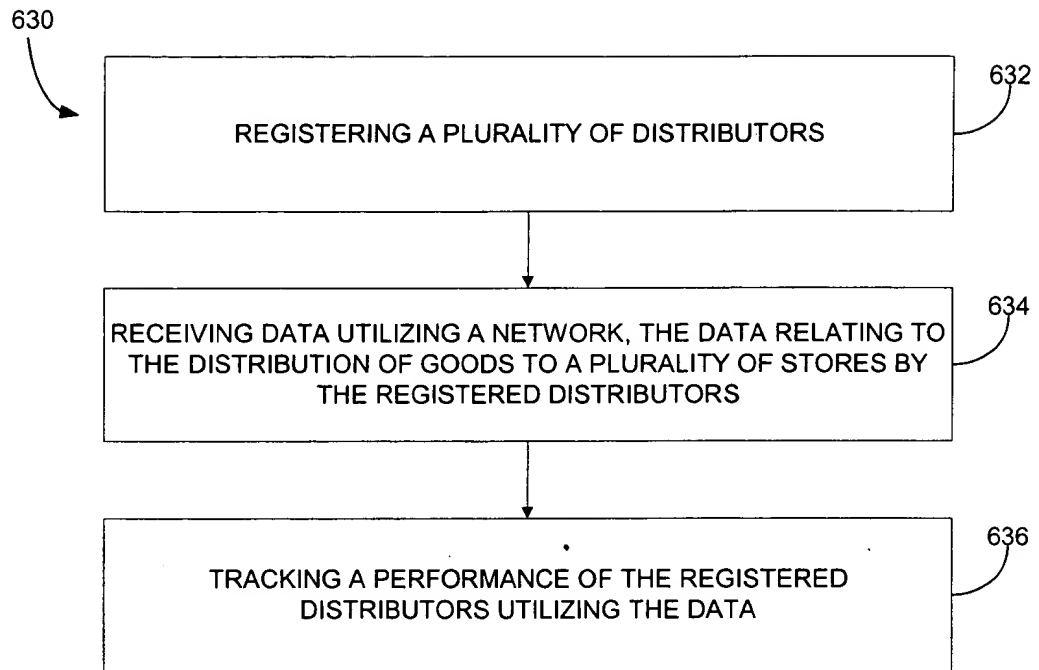


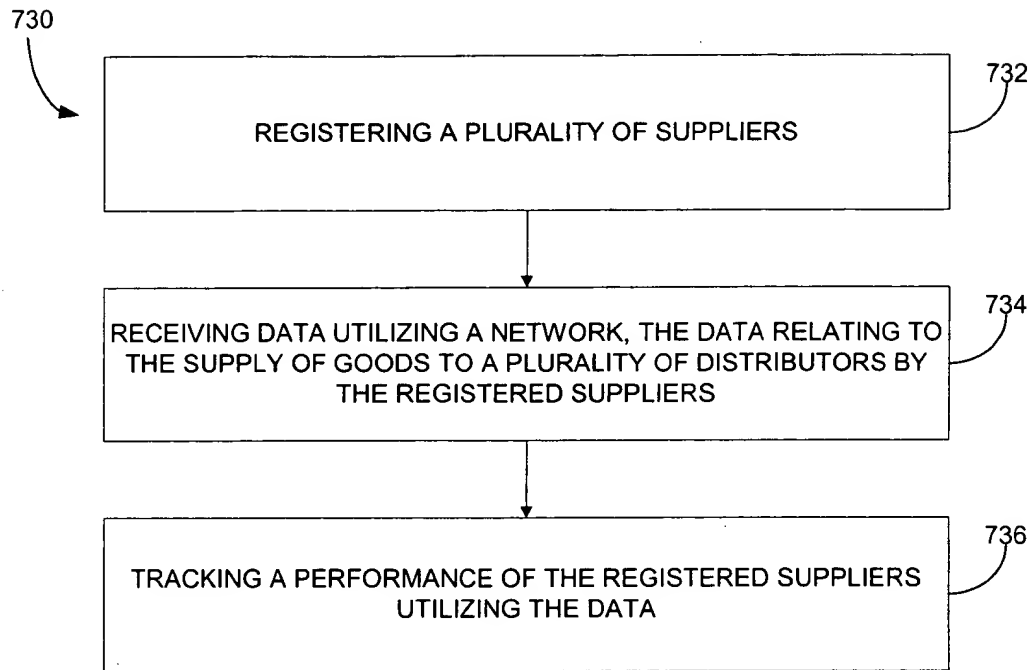
Fig. 4



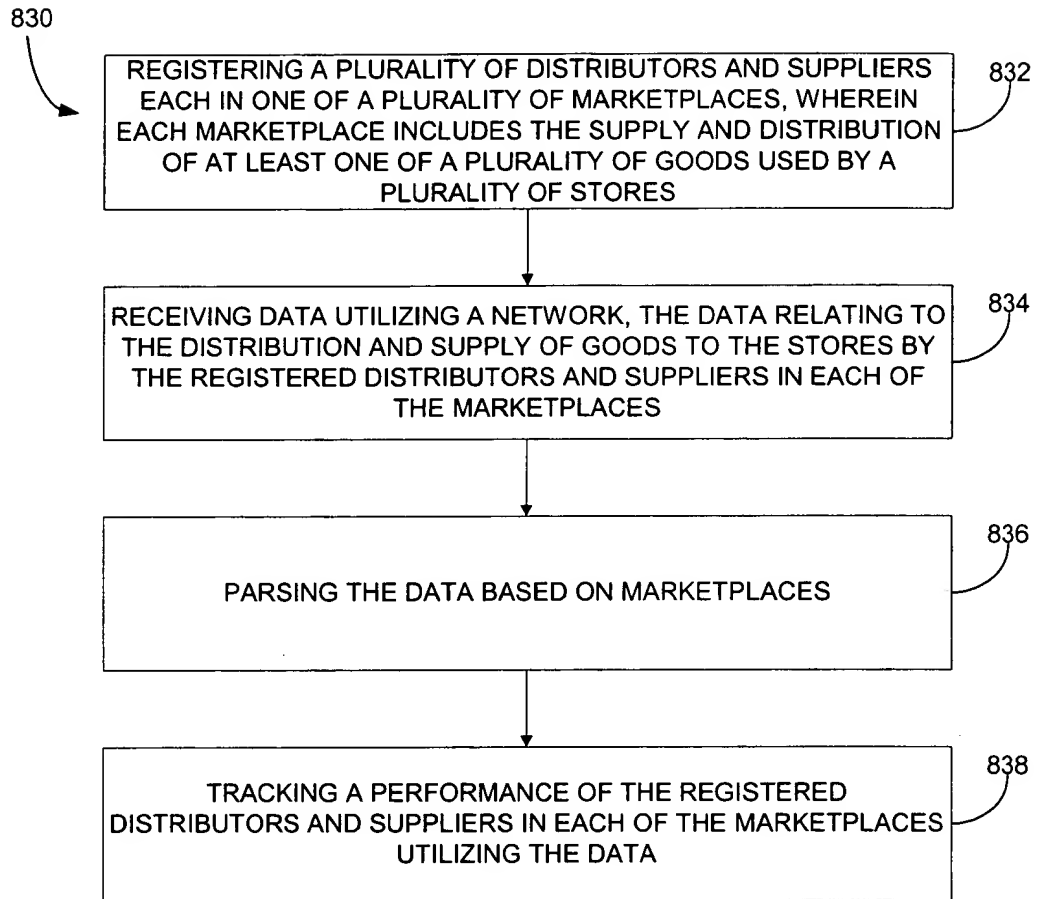
**FIG. 5**



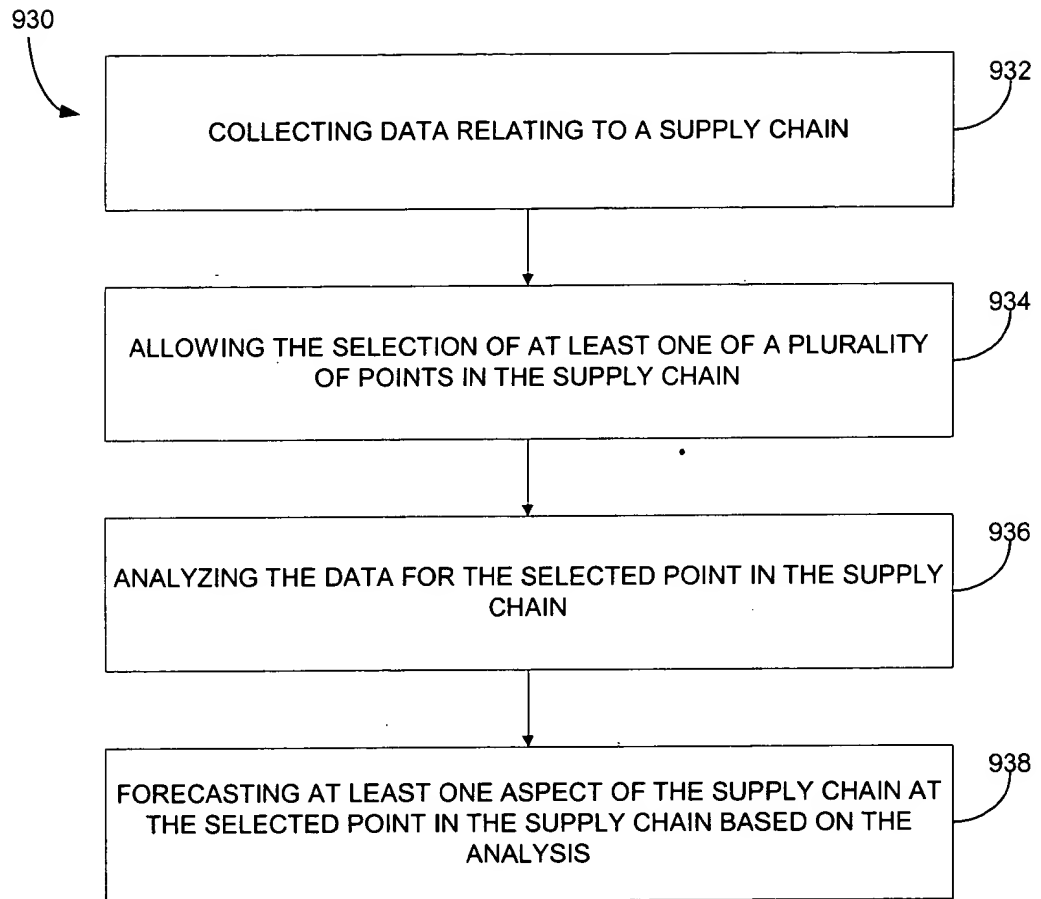
**FIG. 6**



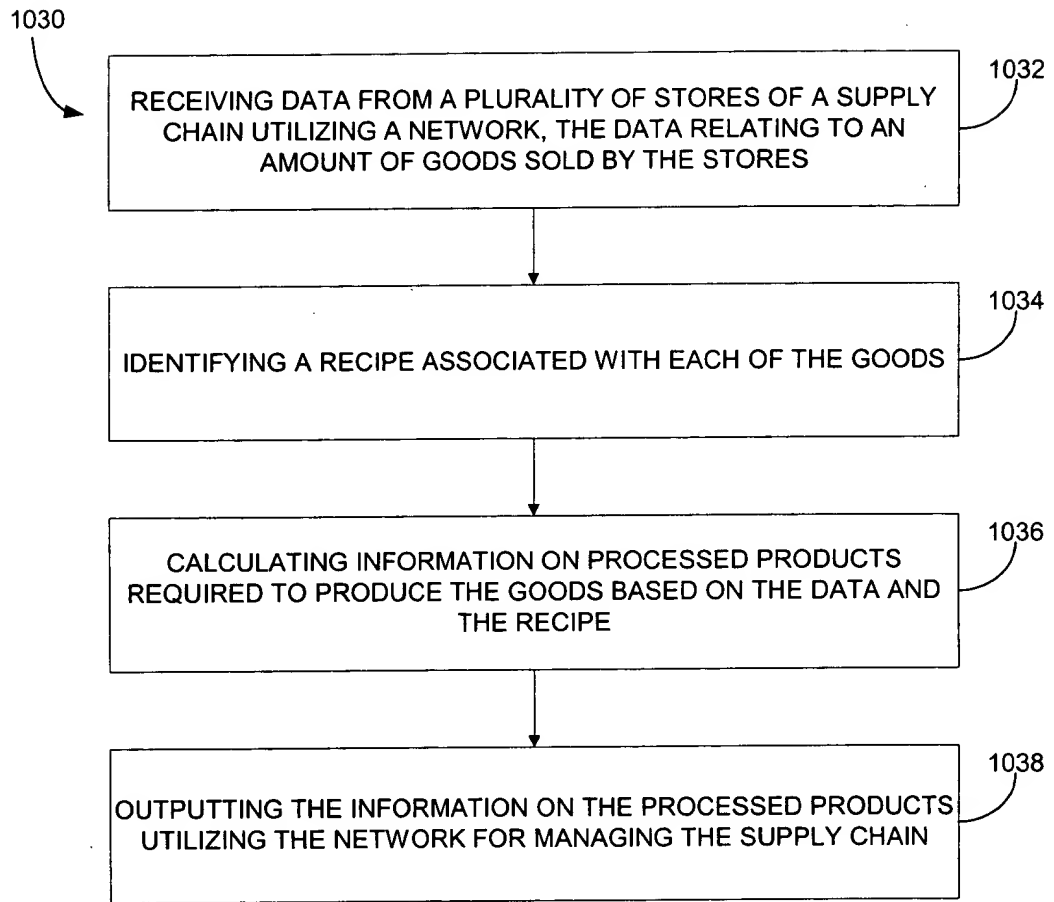
**FIG. 7**



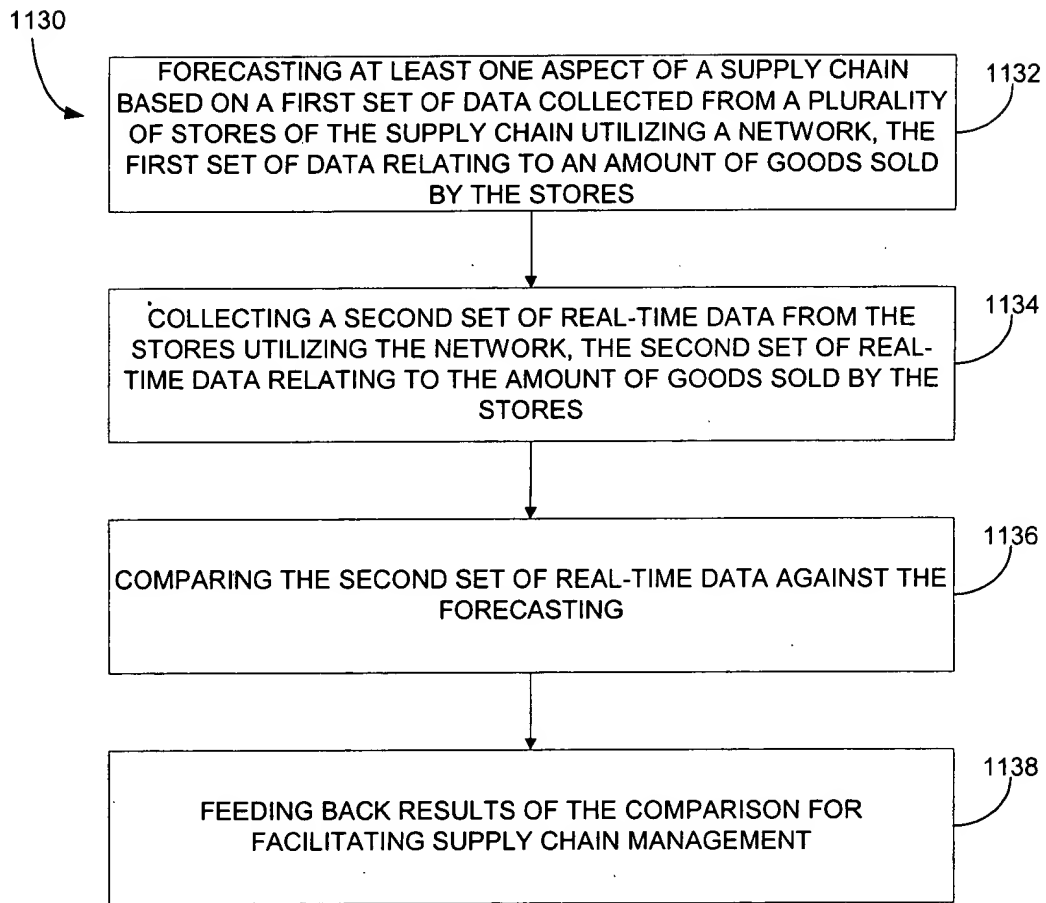
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**



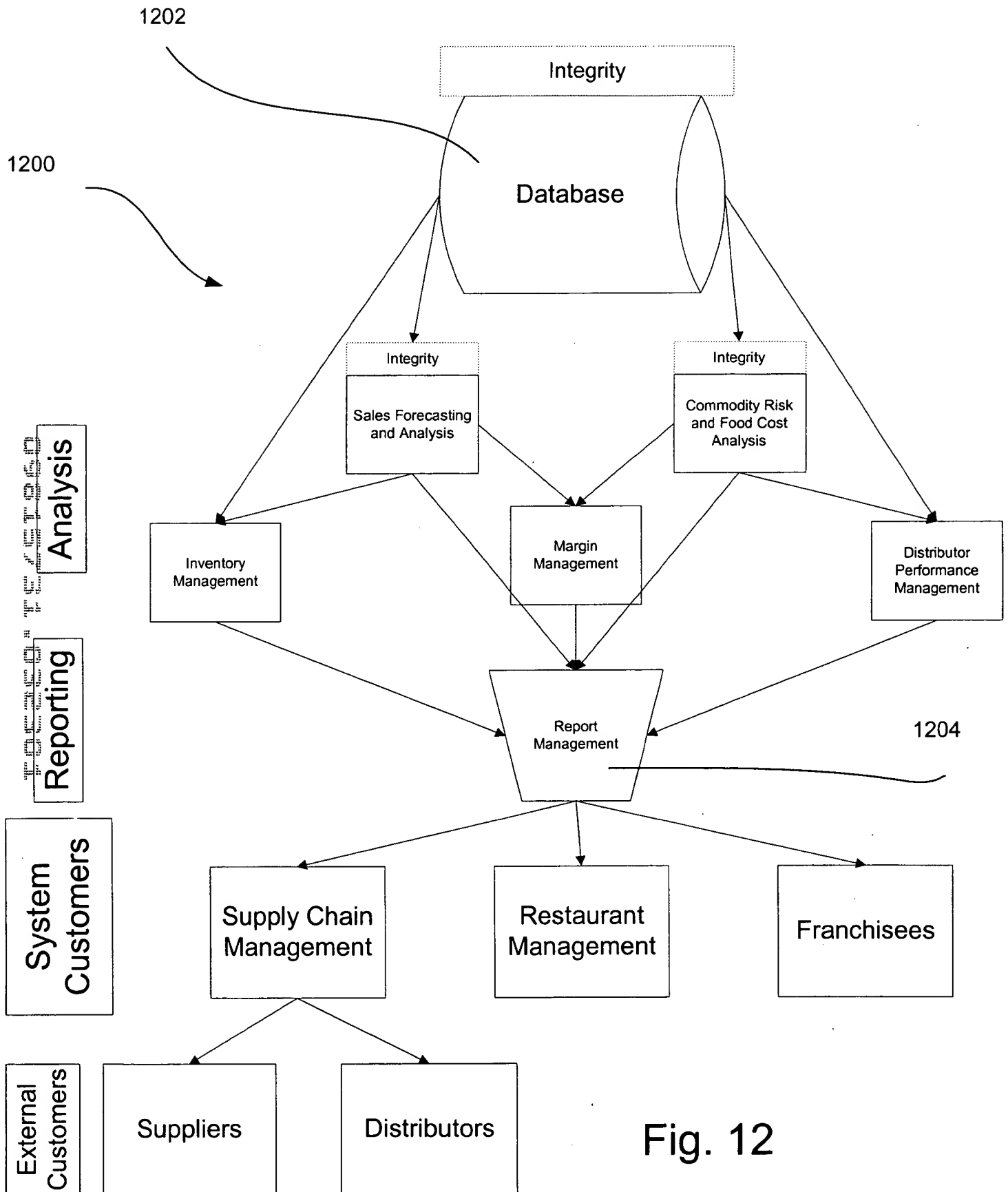
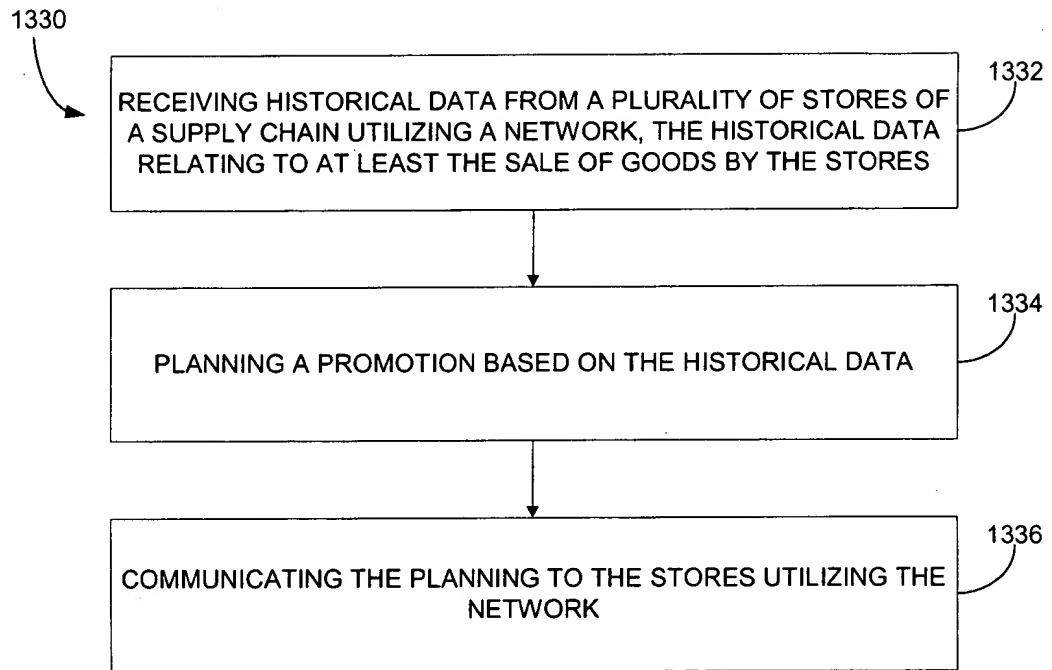
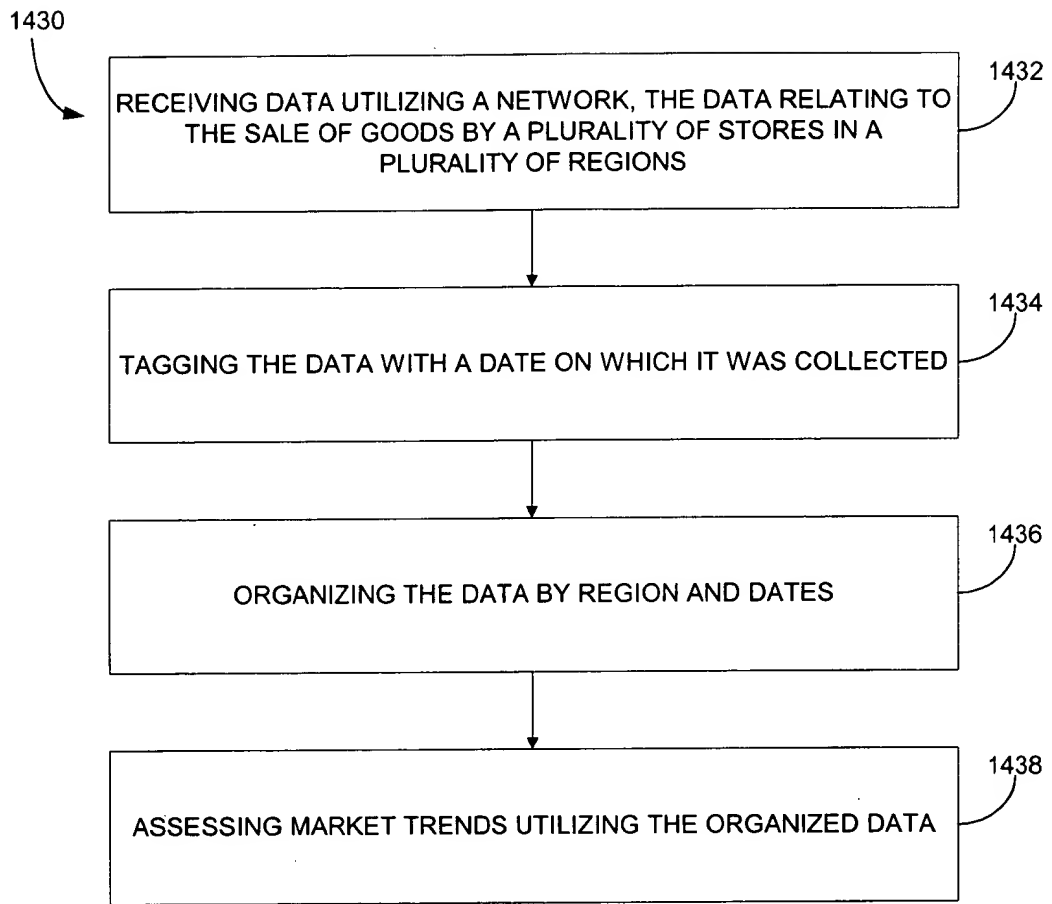


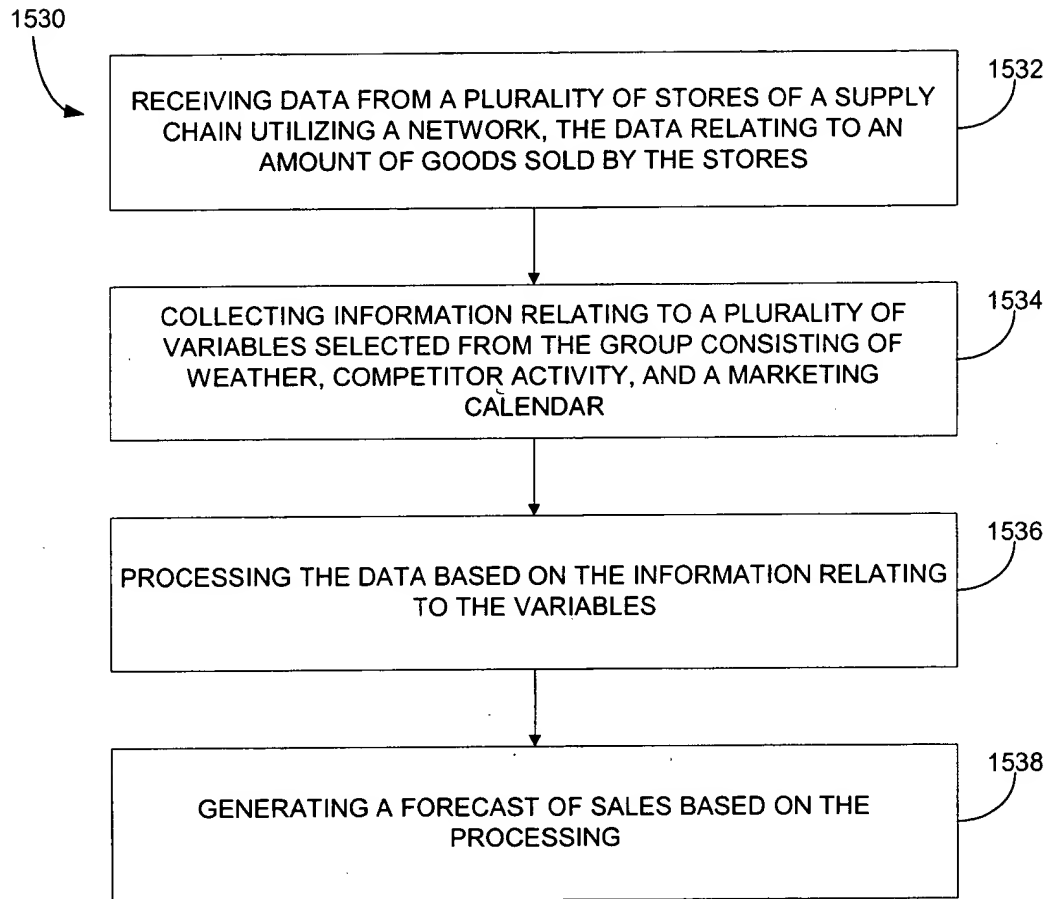
Fig. 12



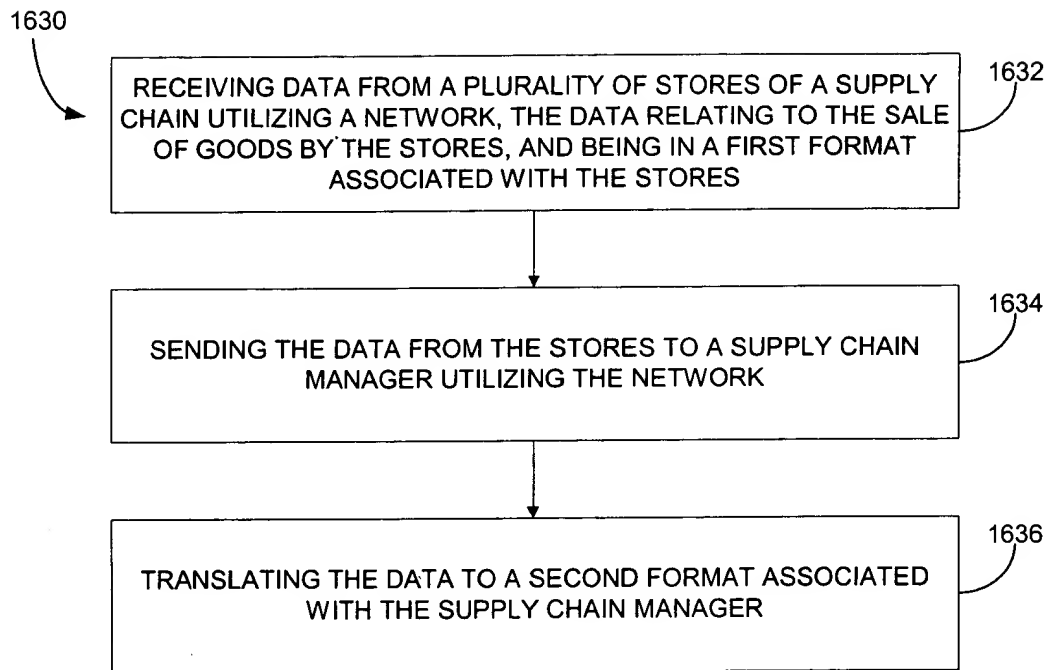
**FIG. 13**



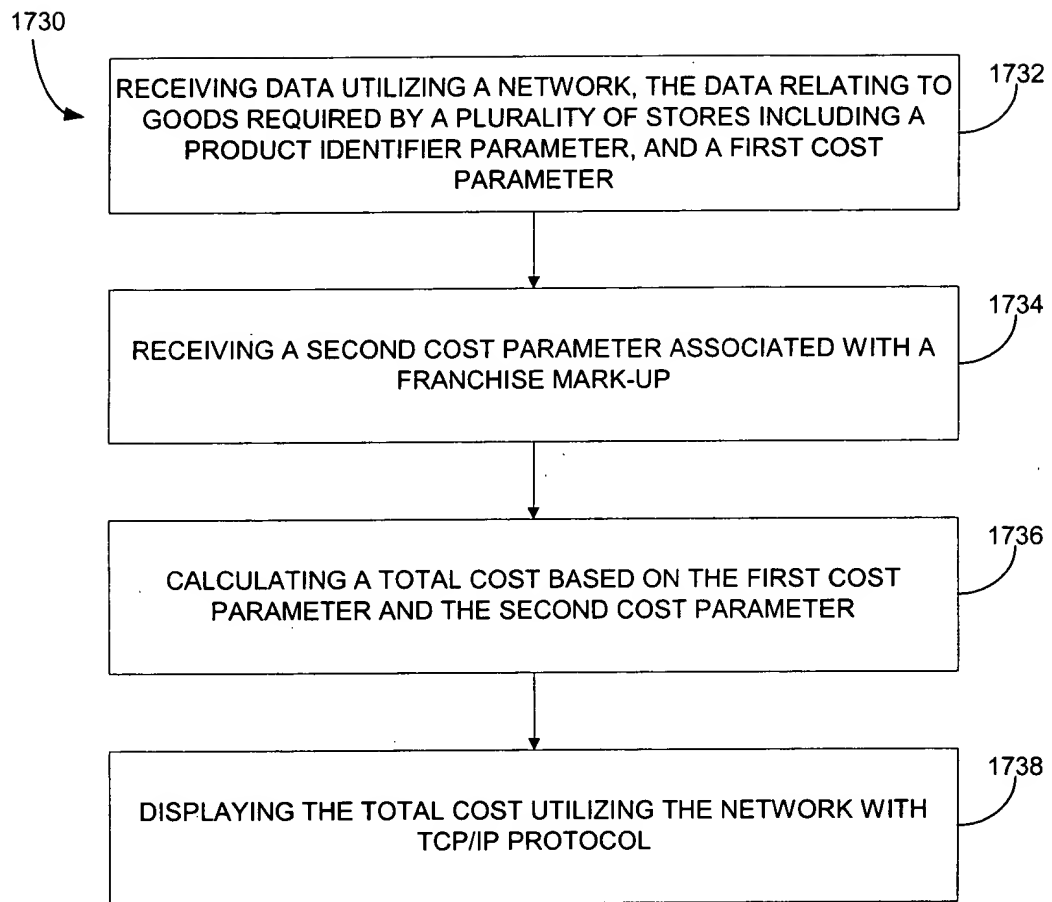
**FIG. 14**



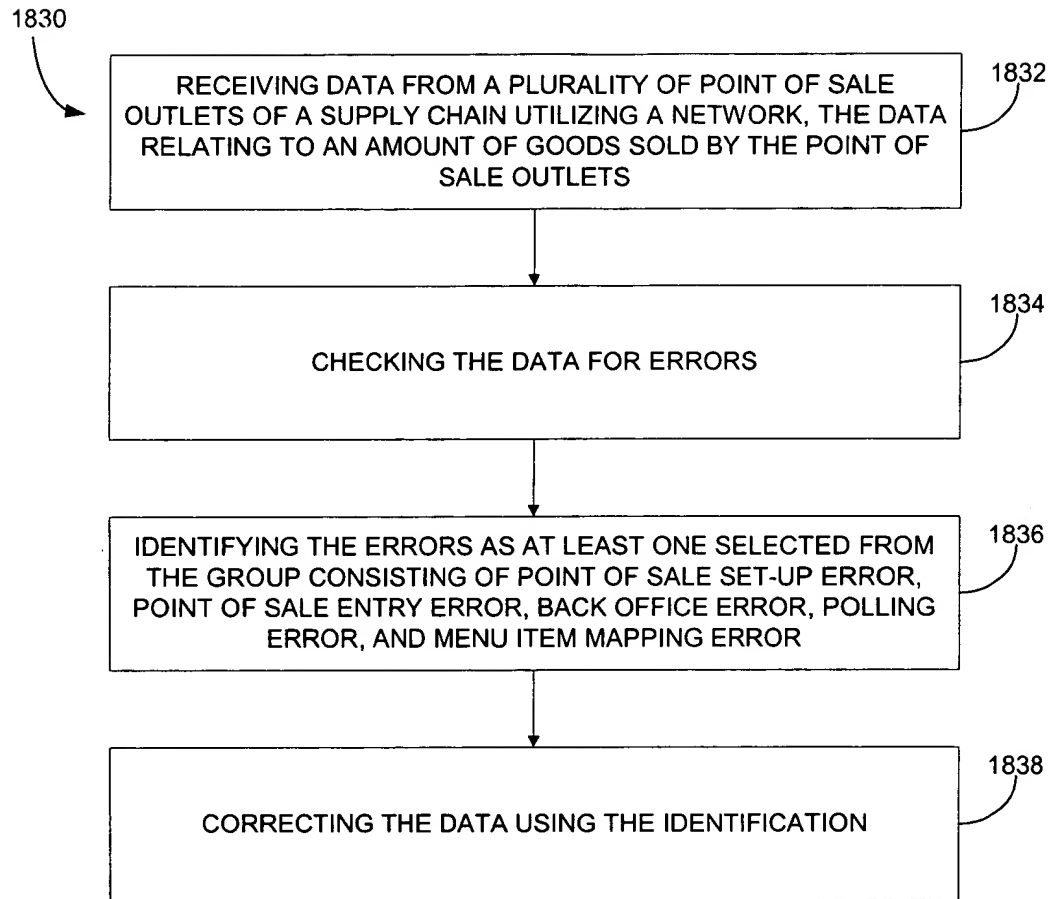
**FIG. 15**



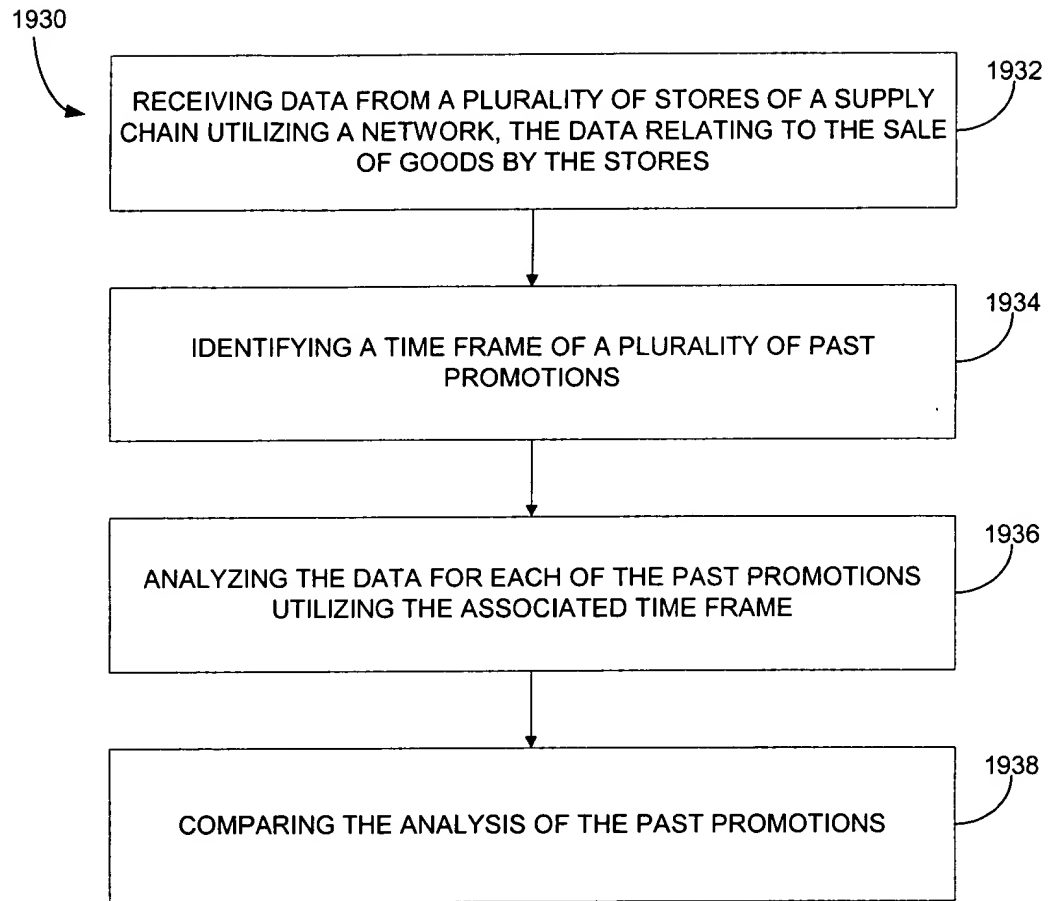
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**



FIG. 20

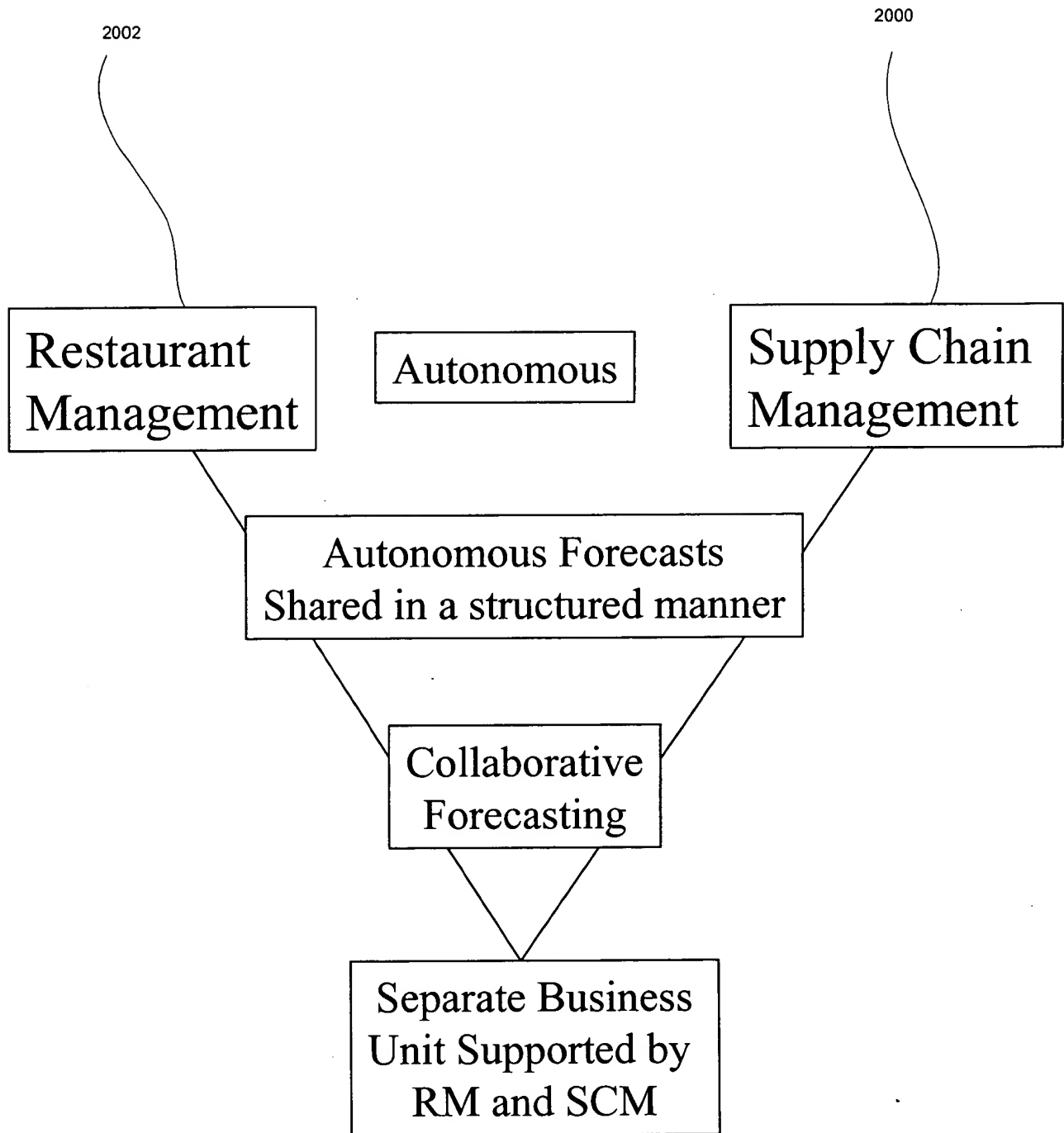


Fig. 20

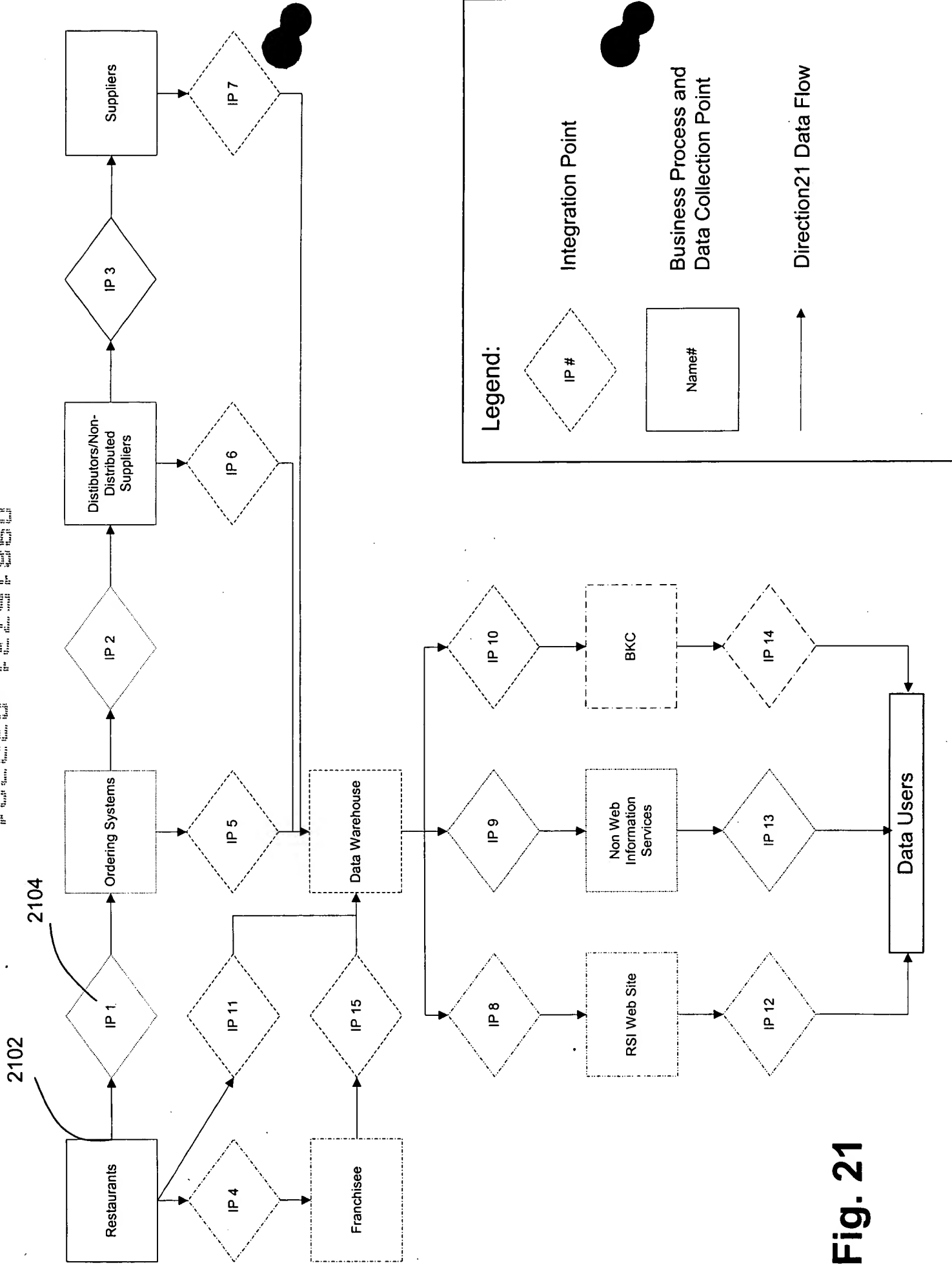


Fig. 21

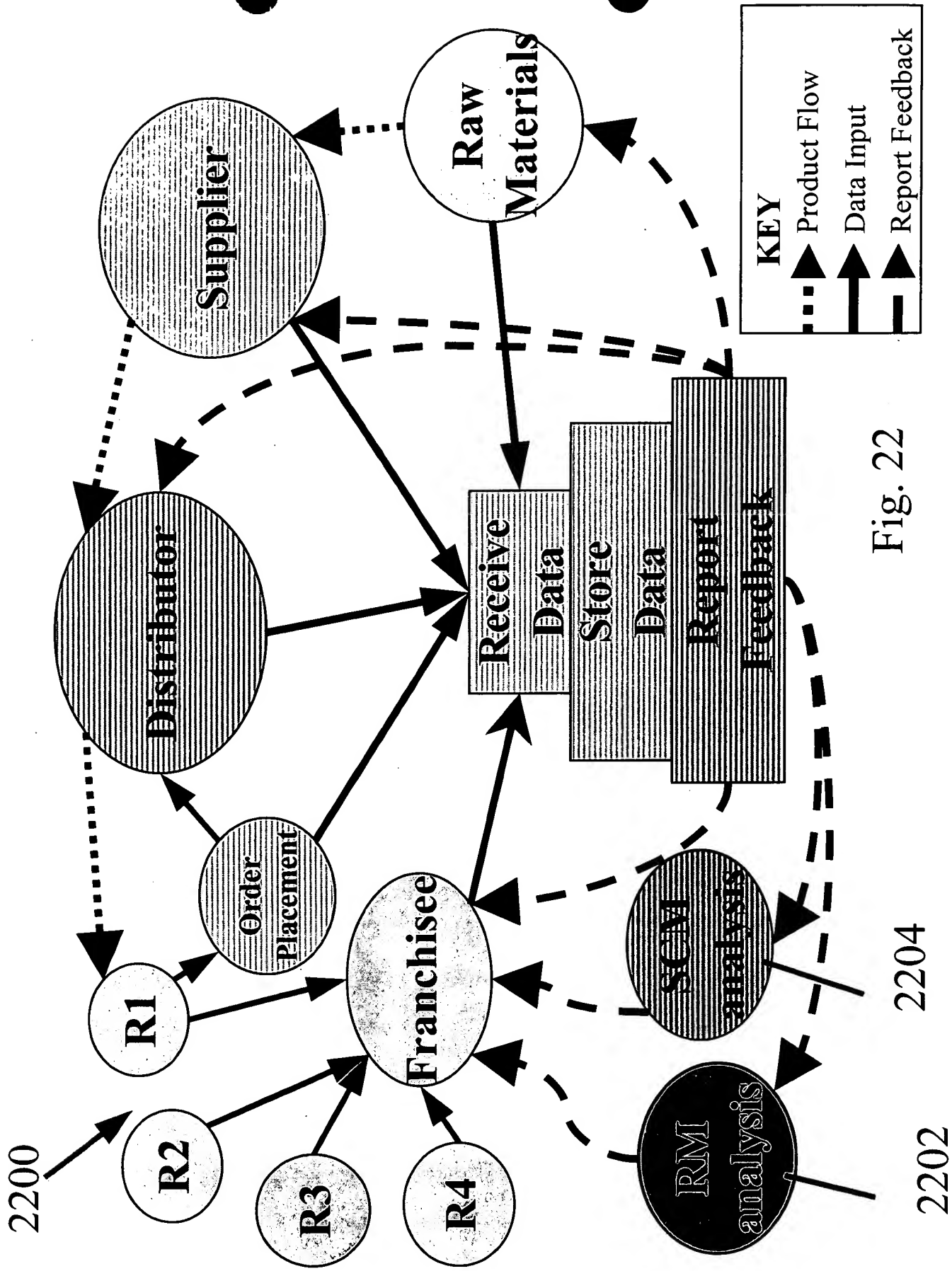
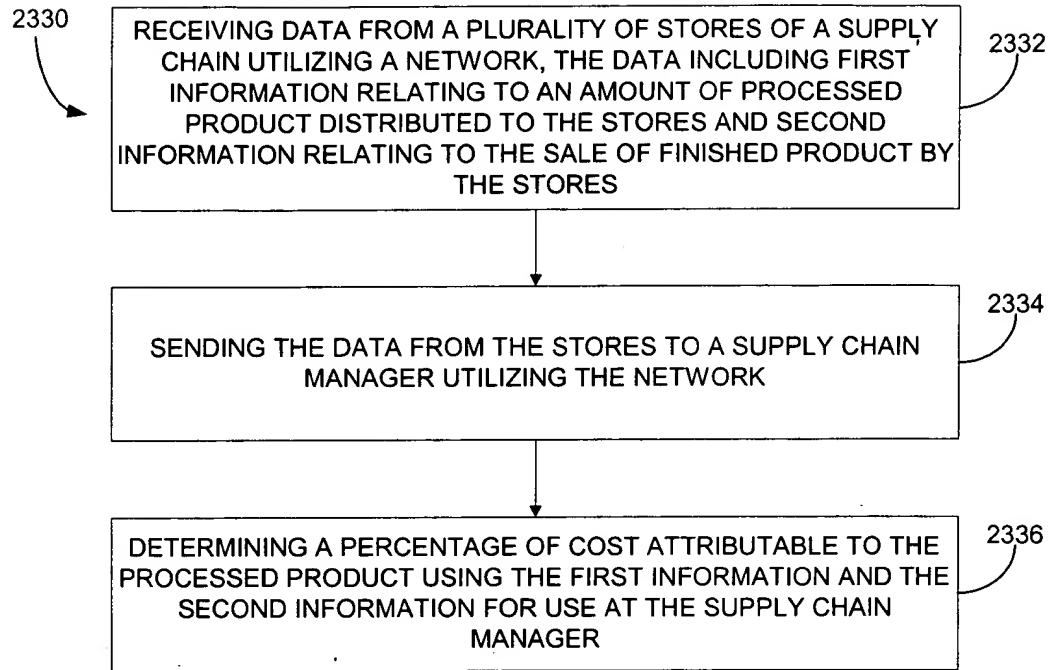


Fig. 22



**FIG. 23**

FIG. 24

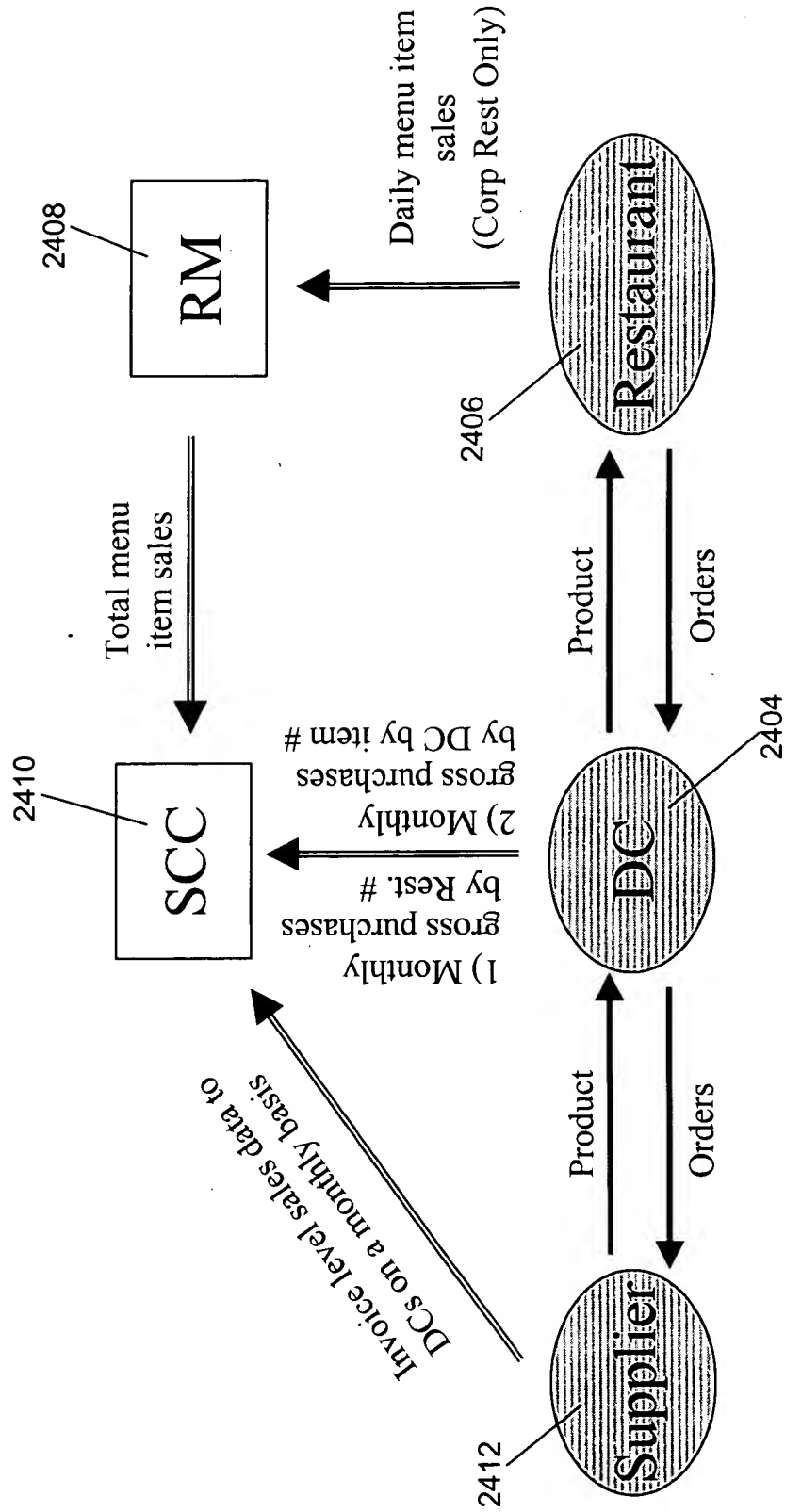


FIG. 25

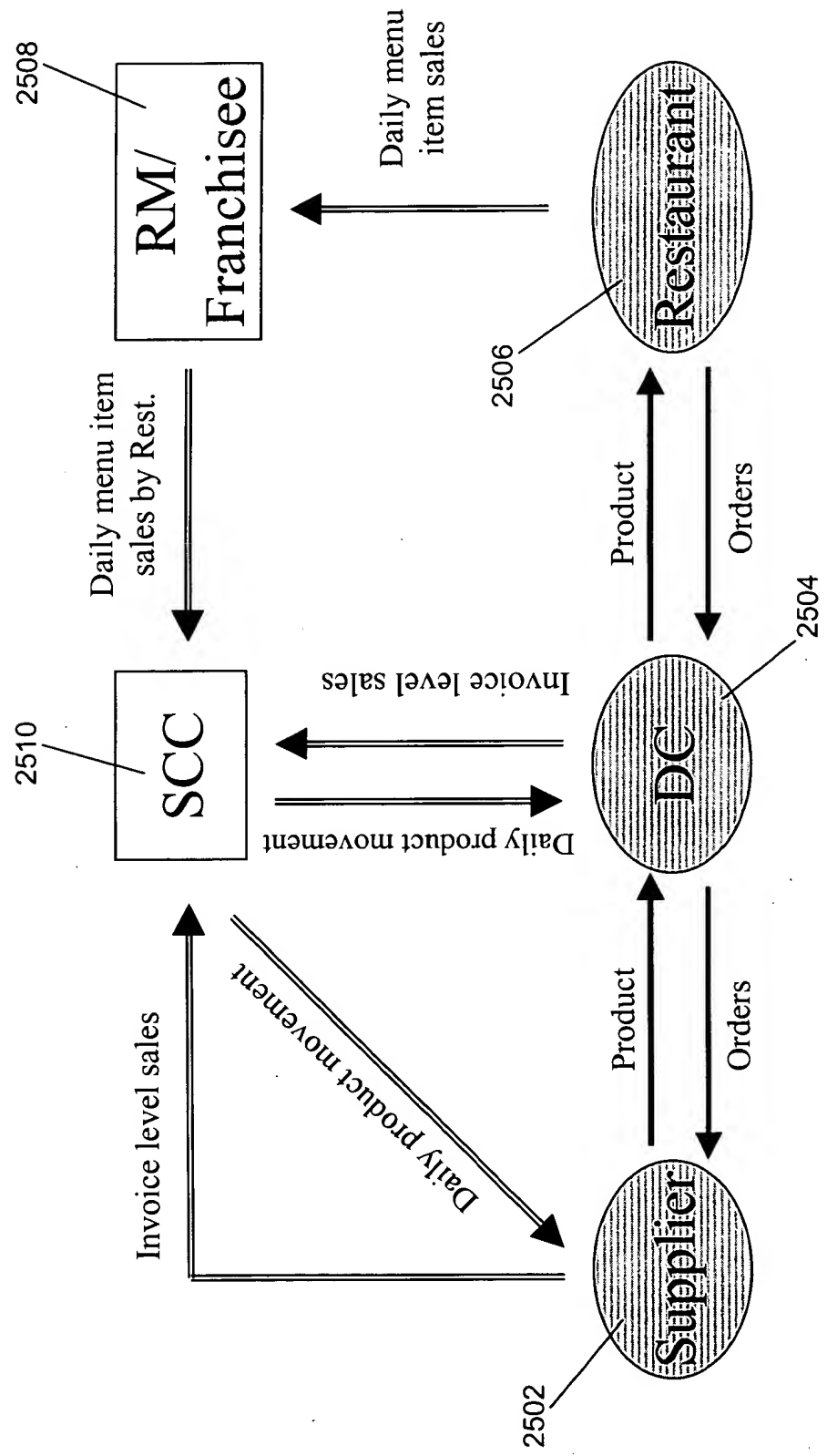




FIG. 27

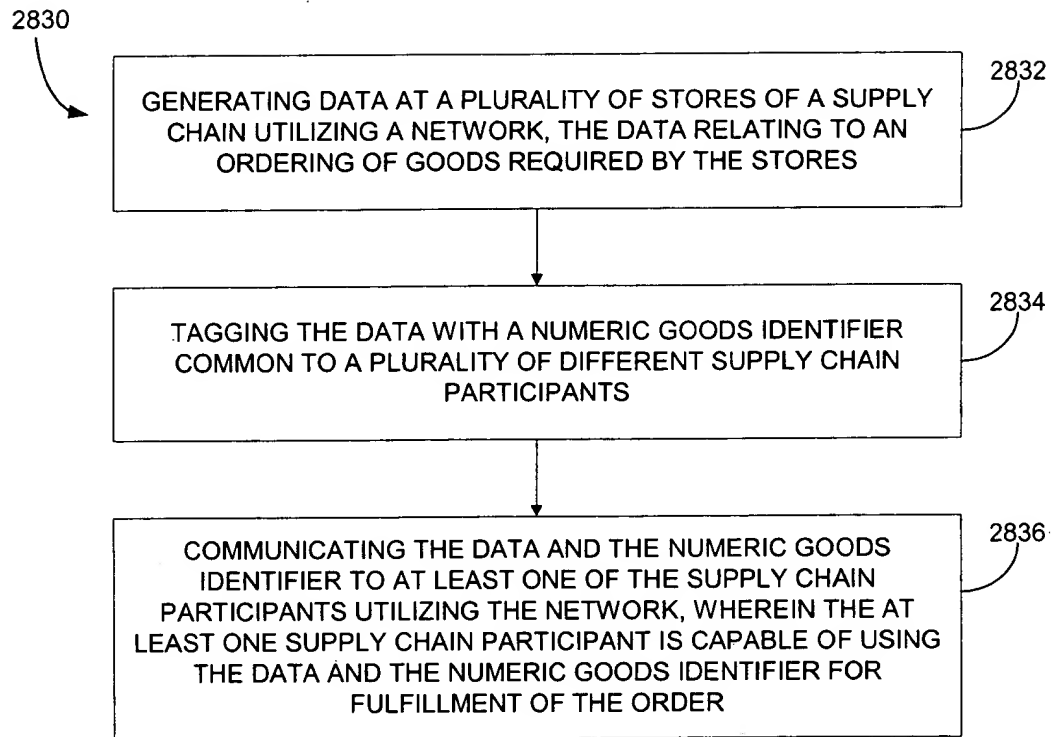
2700

Promotional Monitor - System & Regional

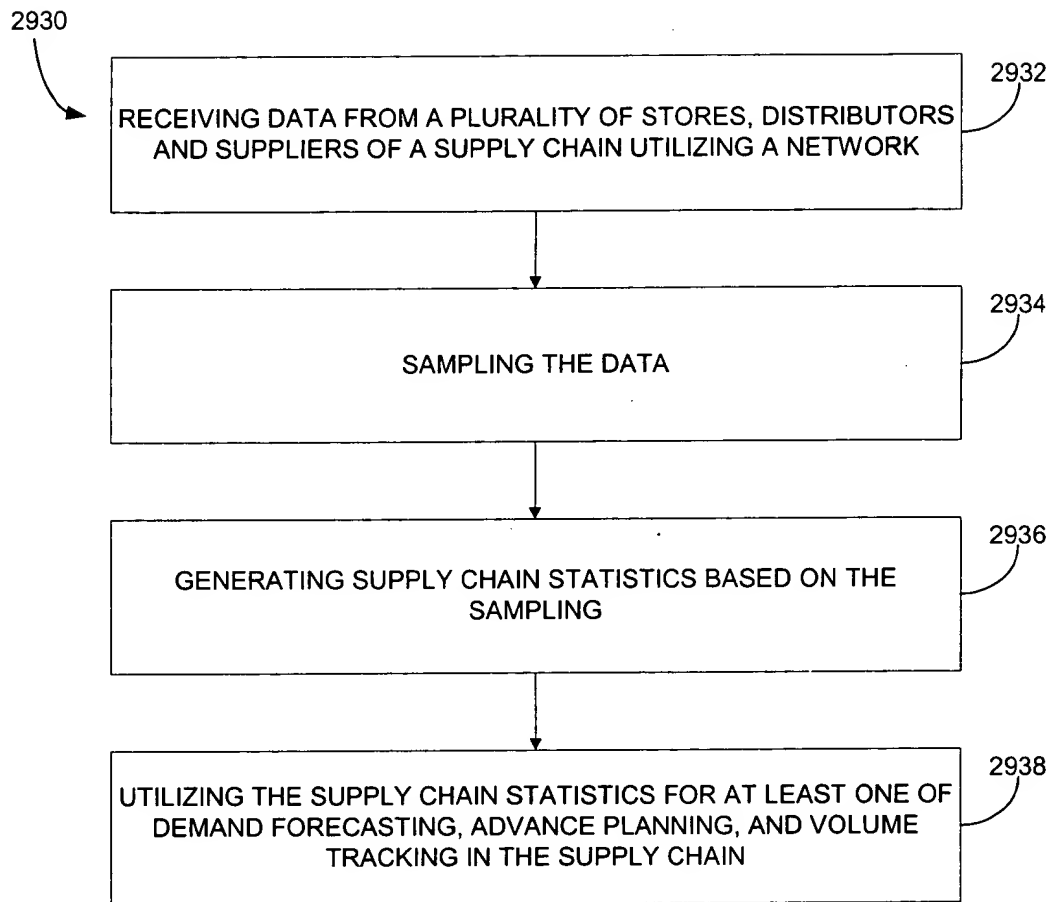
History					Week #1							
	W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)	\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)												
Category	Segment											
Whopper	215	211	228	269	32	34	37	37	40	60	46	286
	146	142	148	162	18	20	21	21	23	35	26	165
	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total	1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total	10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702





**FIG. 28**



**FIG. 29**

FIG. 30 is a flow chart of the process for determining the delivery order fill rate.

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

**Delivery Order Fill Rate**

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

**On-Time Delivery Rate**

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

**Perfect Order Rate**

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

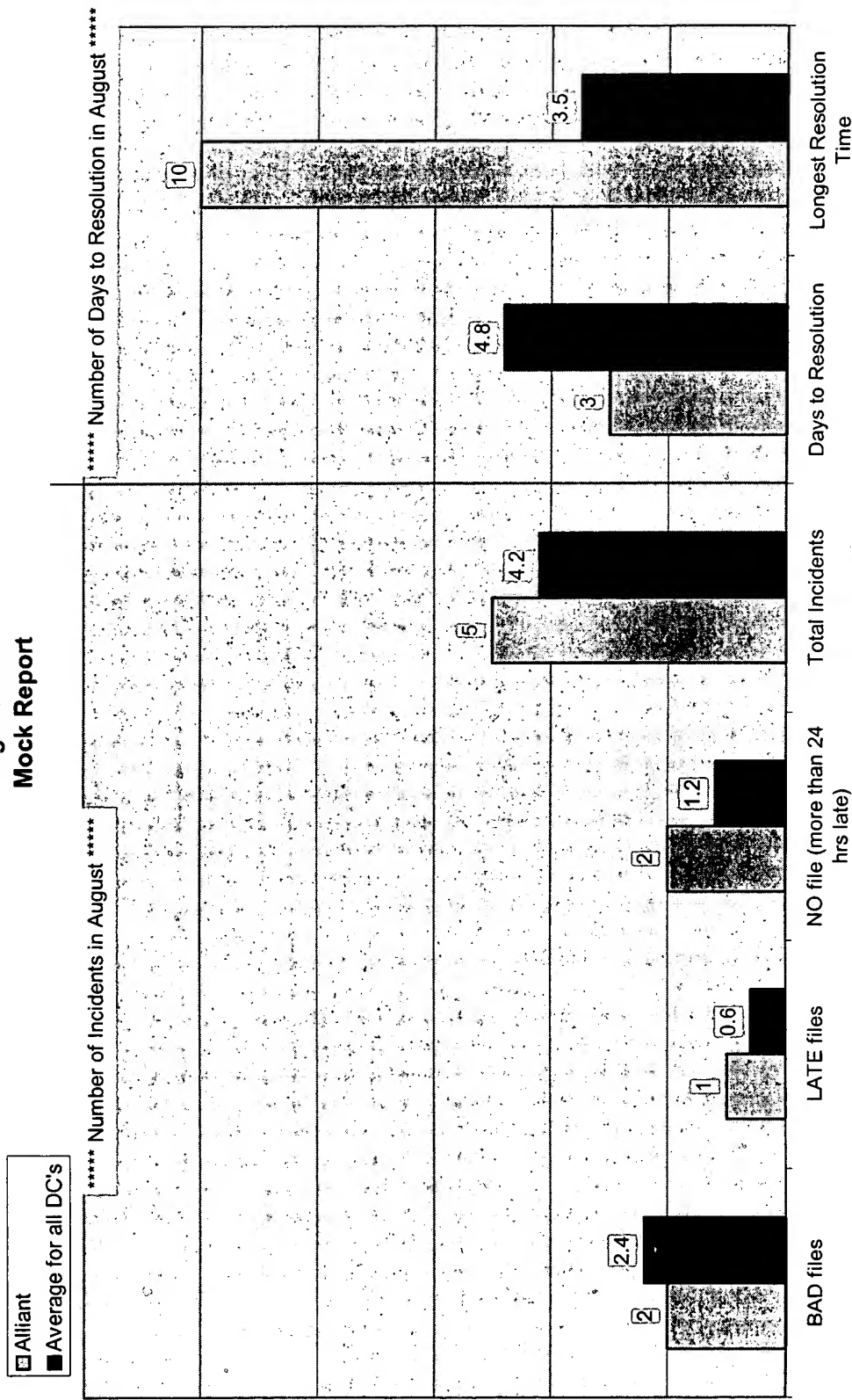


FIG. 31

3200



# Service Level Reporting August

	Fill Rate	On-Time	Perfect Order
Alliant Paducah	99.14%	90.00%	
Alliant Topeka			
Alliant Wixom	99.05%	98.74%	
King Atlanta	99.34%	92.91%	78.70%
King Jacksonville	98.45%	93.50%	80.00%
King Louisville	98.20%	94.59%	88.88%
Maines 29 Conklin	99.41%		79.25%
Maines 30 Cleveland			
Maines Long Island	99.41%		
Maines New England	99.00%		
MBM Fullerton	99.13%	84.16%	79.83%
MBM Louisville	99.51%	92.66%	#DIV/0!
MBM Orlando	99.70%	93.80%	#DIV/0!
MBM Rocky Mount	99.13%	92.48%	#DIV/0!
McCabe's	99.80%	99.72%	88.42%
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.80%	85.04%	85.37%
PED Supply	99.16%	90.79%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PYA Monarch	99.20%	97.76%	
Reinhart Cedar Rapids	99.05%	98.65%	
Reinhart Oak Creek	99.31%	93.69%	
Reinhart Rogers	99.50%	85.49%	
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City	99.54%	94.88%	85.13%
Shamrock Phoenix	98.81%	83.88%	
Sygma Harrisburg	99.99%		92.88%
Sygma Stockton	99.88%		
Sysco	99.88%	100.00%	92.47%

	Fill Rate	On-Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

FIG. 33

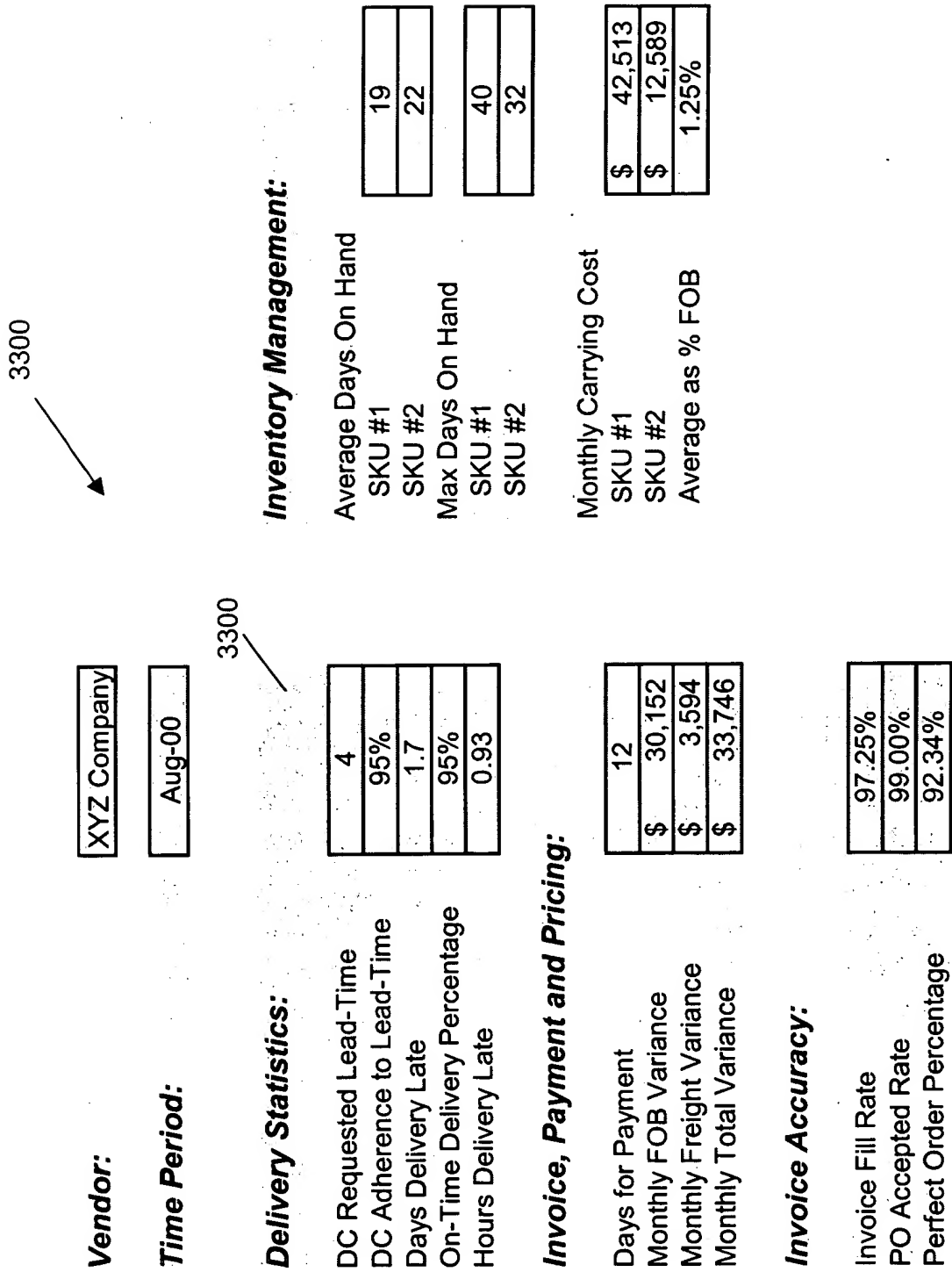
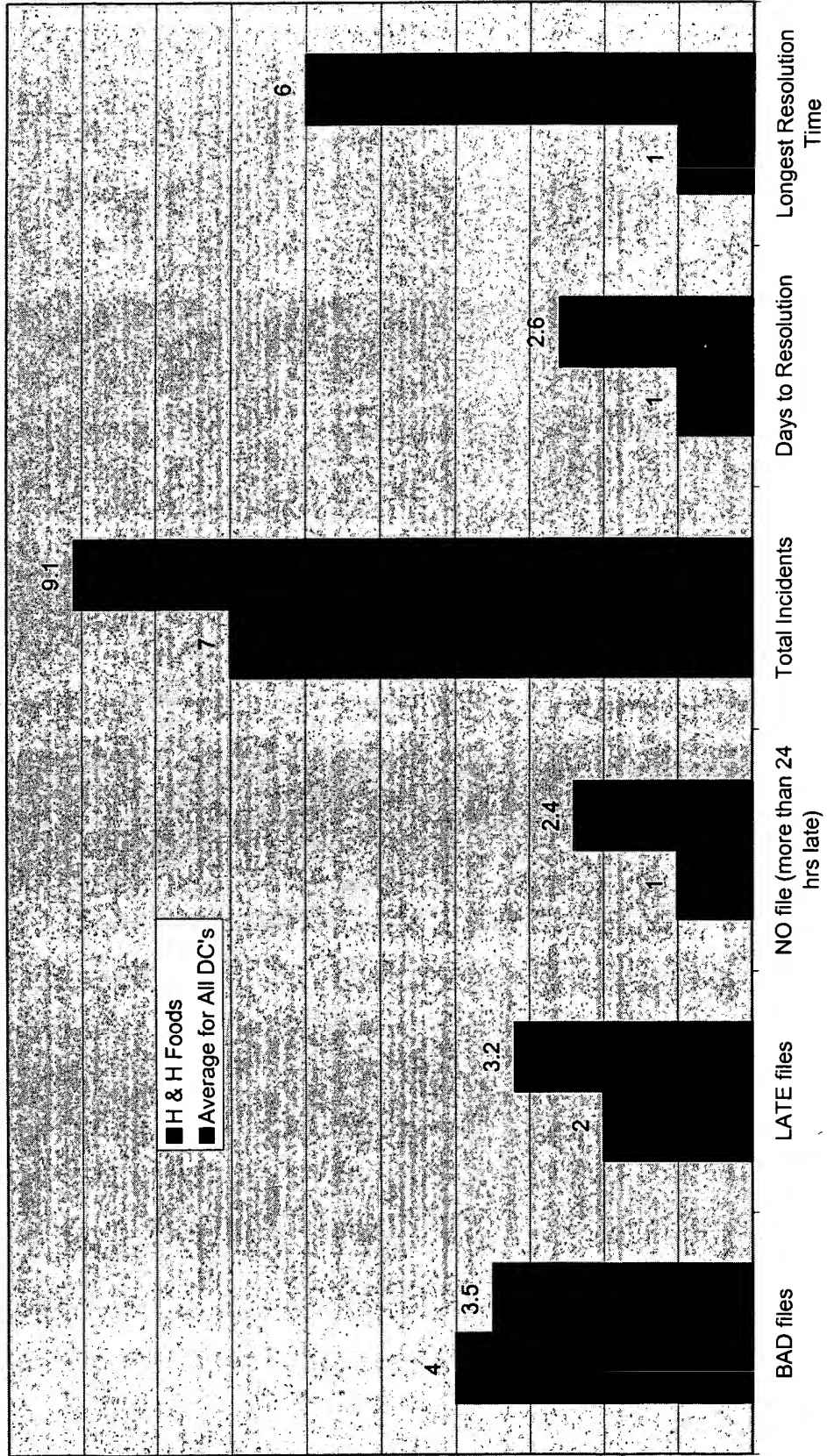


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400





3500

FIG. 35

# Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$11909		2.33%
COMARK INSTRUMENTS, INC.	\$21800		
WHITEFORD FOODS, INC.	\$0	87.6%	2.44%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3700		
NCR-SYSTEMEDIA	\$0	92.1%	2.18%
SIGNATURE MEATS GROUP	\$0		1.94%
SCHWEBEL'S BAKING CO.	\$0	95.3%	1.50%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		1.25%
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY	\$0		1.48%
FRESH ADVANTAGE, KC	\$0	88.6%	1.90%
SILVER KING - MN - CORP.			
TYSON FOODS	\$0		
READY ACCESS			
GEORGIA PACIFIC TISSUE			2.43%
CLOUGHERTY PACKING		94.8%	2.51%
BEVERAGE - AIR	\$0	93.4%	
COMPONENT HARDWARE GROUP, INC			2.08%
COCA - COLA USA	\$0		
TOASTMASTER	\$11909	93.5%	1.55%
GRANT COUNTY FOODS		96.9%	2.20%
FRESH EXPRESS	\$0		
TAYLOR FARMS			1.04%
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS, LLC	\$3428		
ROSE, PACKING COMPANY		93.3%	2.93%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.



3600

## Mock Report/1

	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
--	-------	--------	--------	--------	--------	--------	--------	--------	--------

### Food Cost Index

Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						

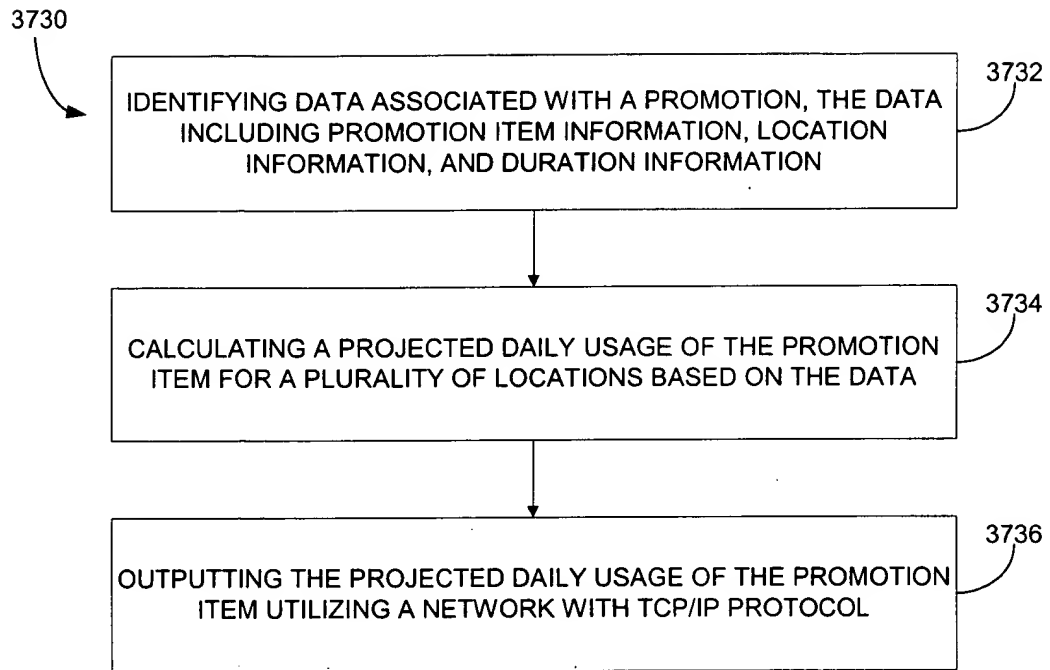
### Total Dollar Purchases (in Millions) /2

Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

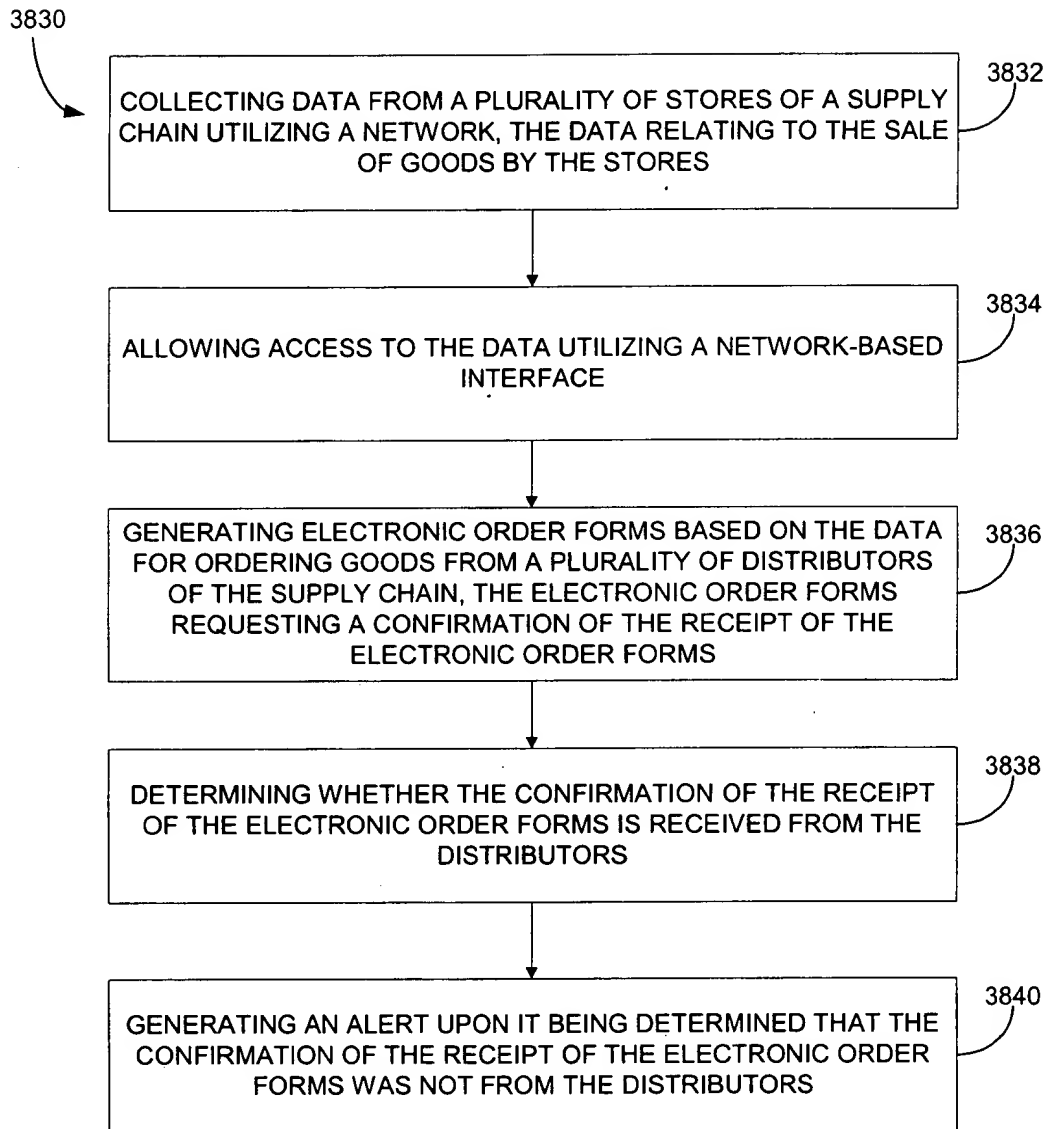
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

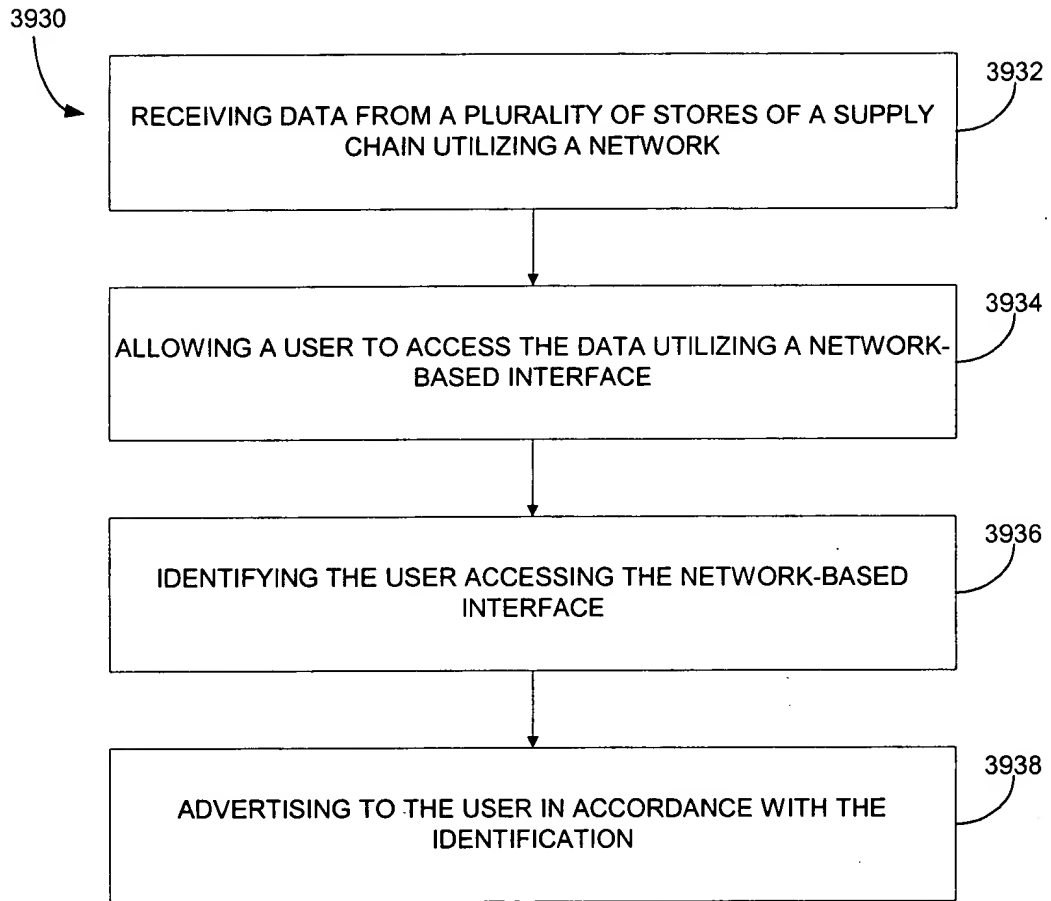
FIG. 36



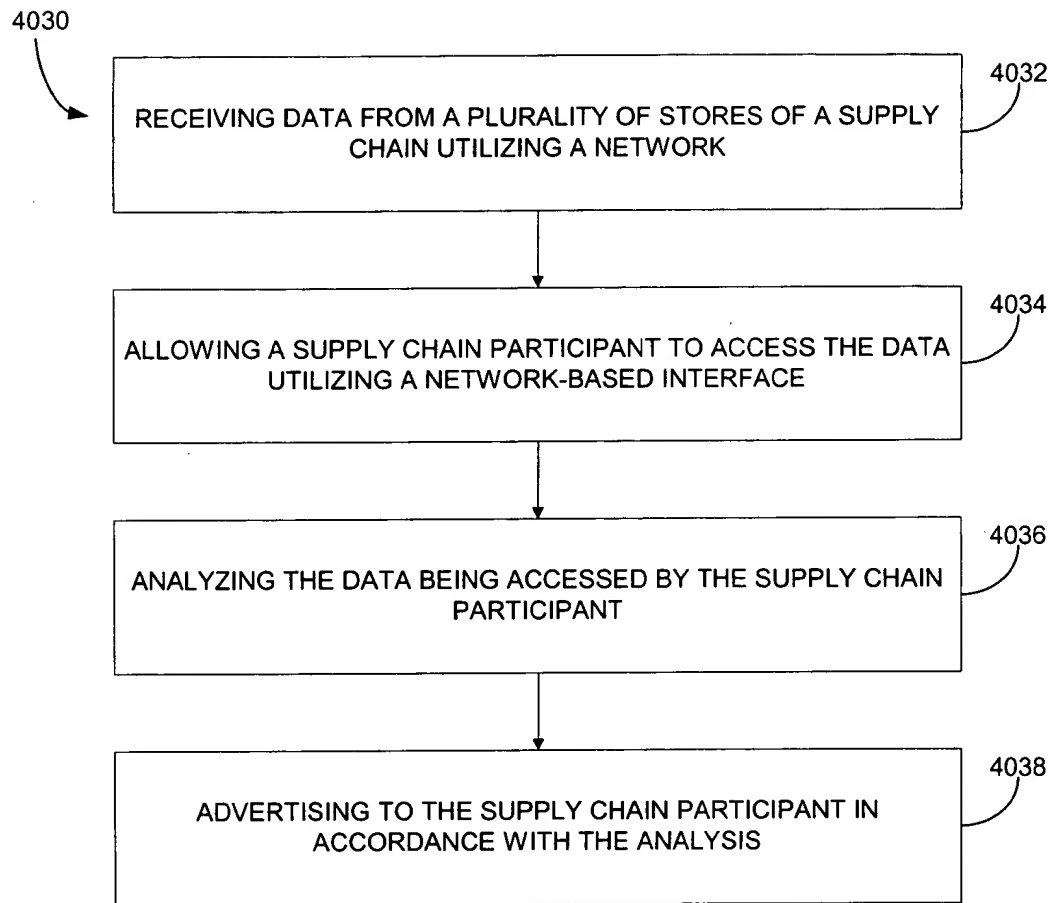
**FIG. 37**



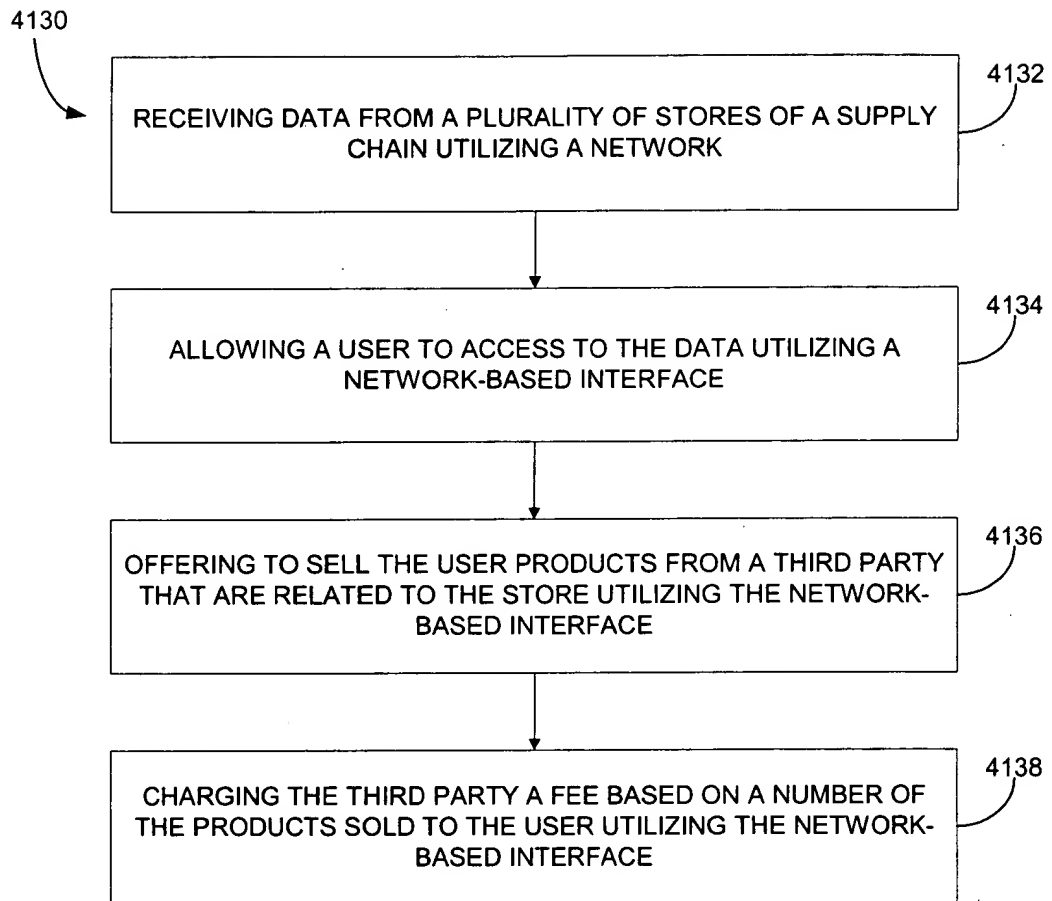
**FIG. 38**



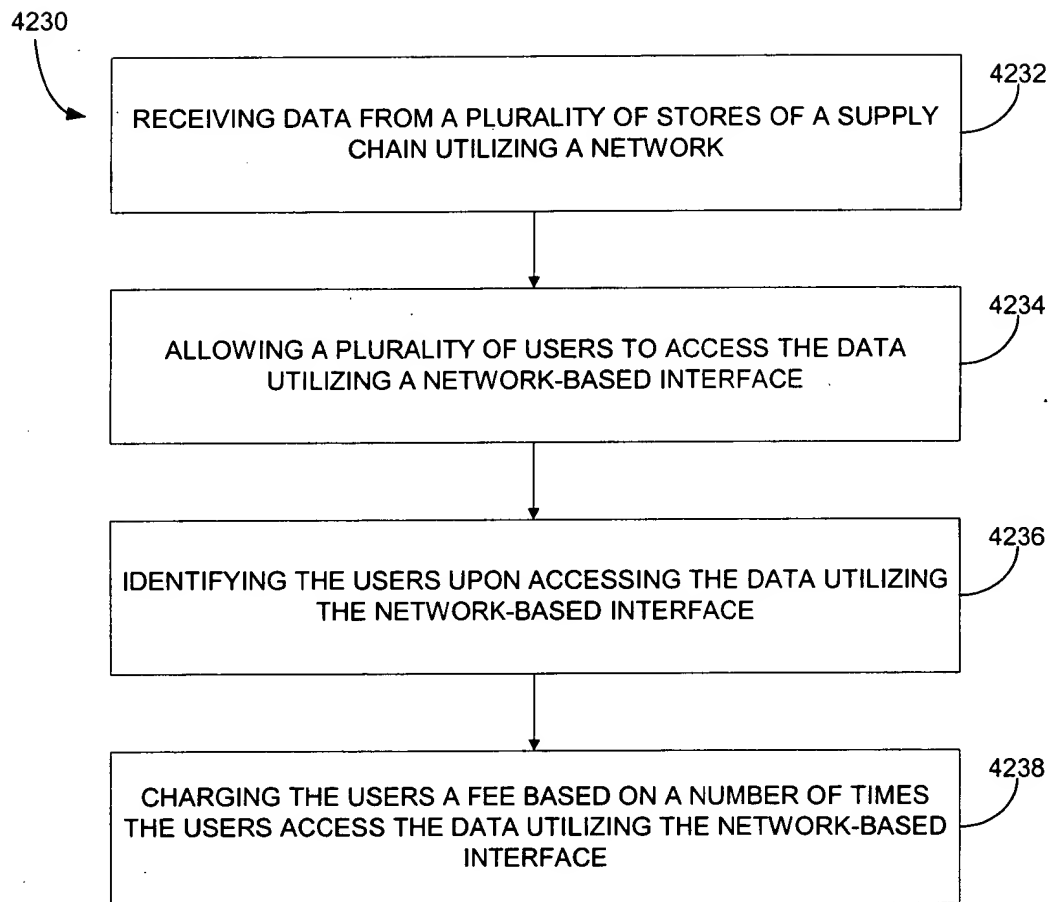
**FIG. 39**



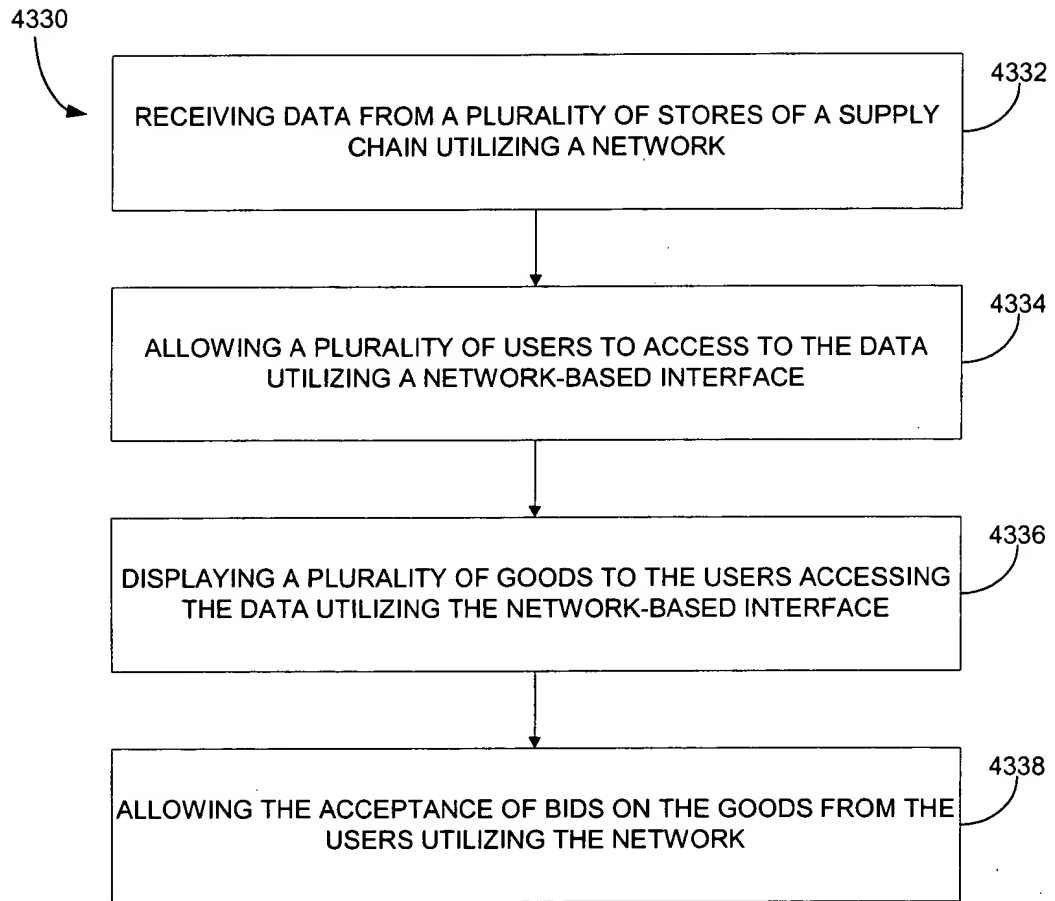
**FIG. 40**



**FIG. 41**

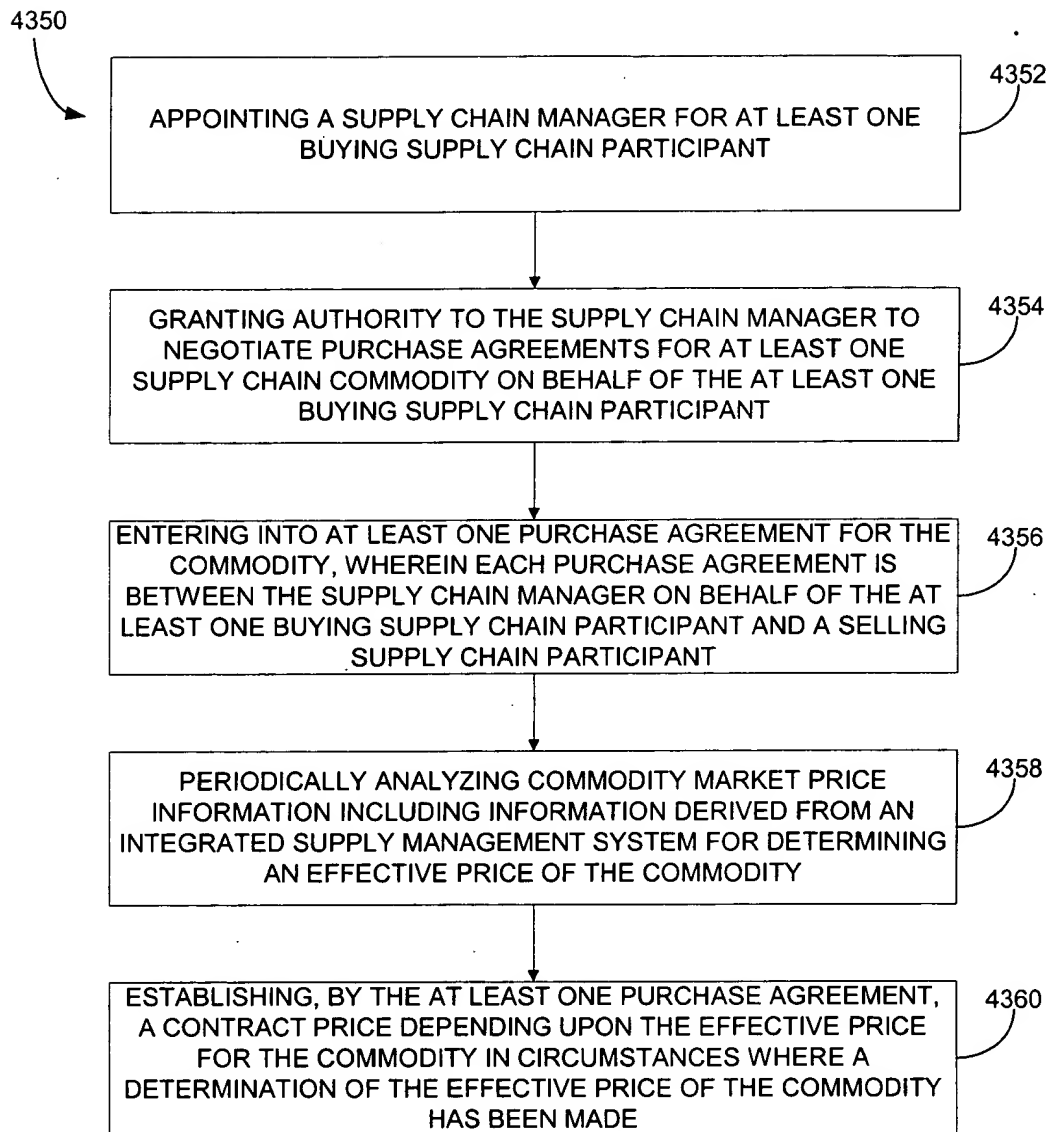


**FIG. 42**

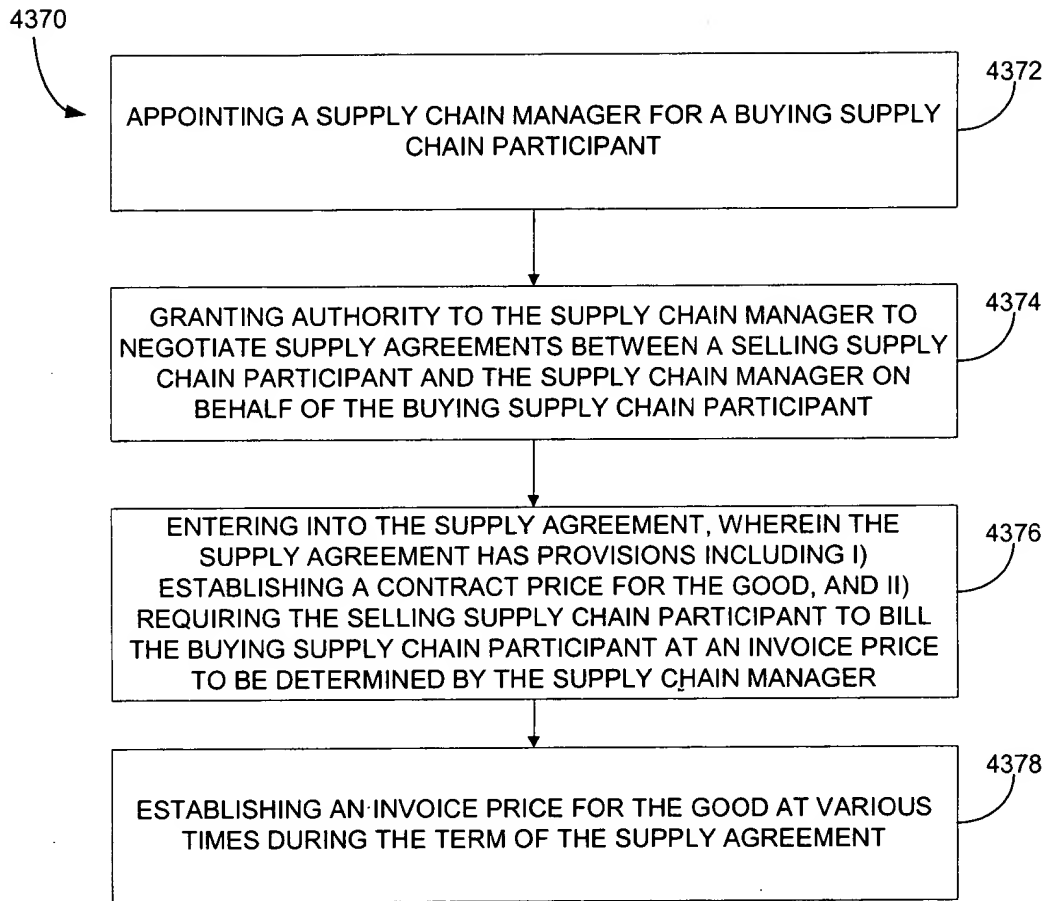


**FIG. 43A**

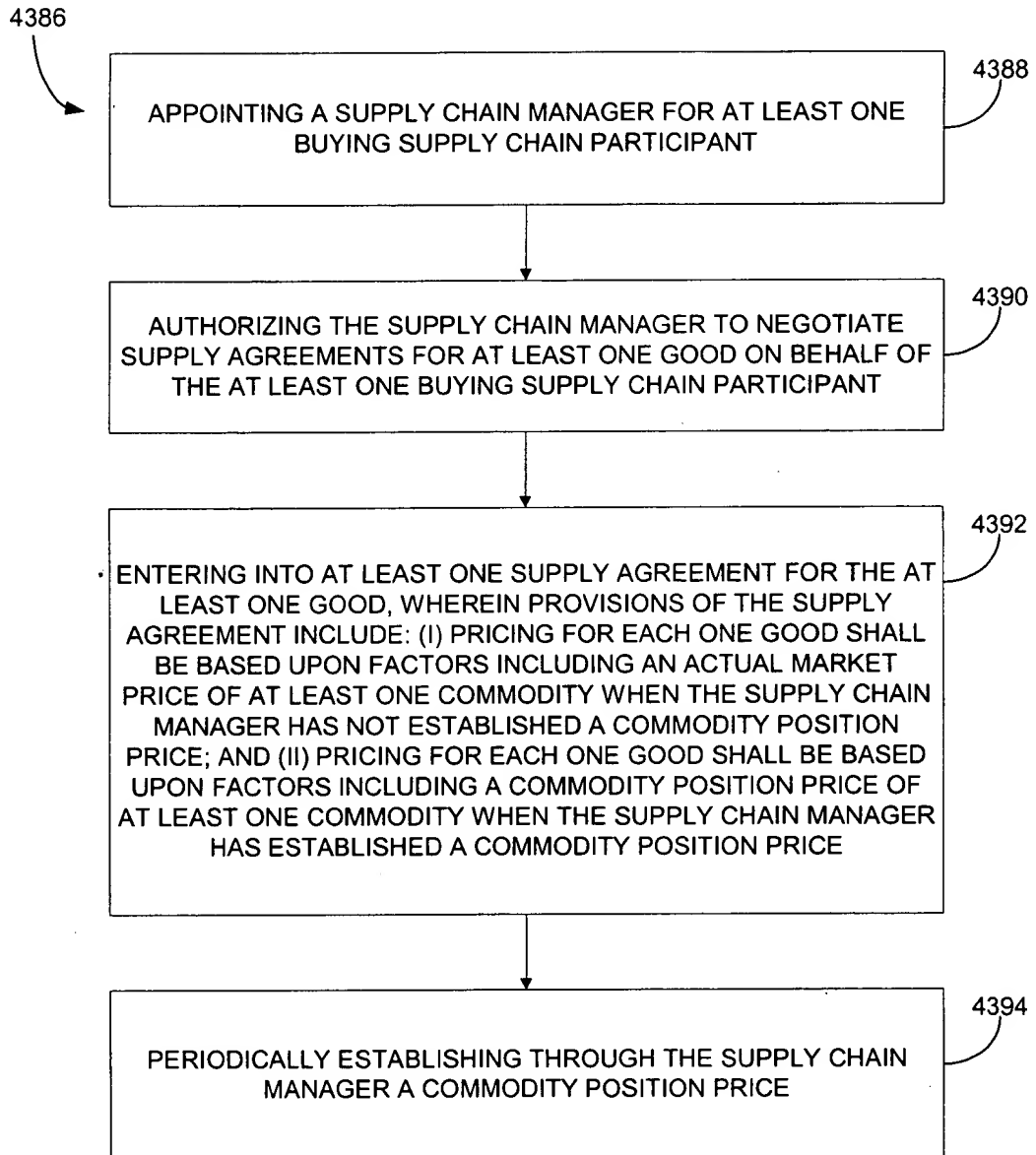




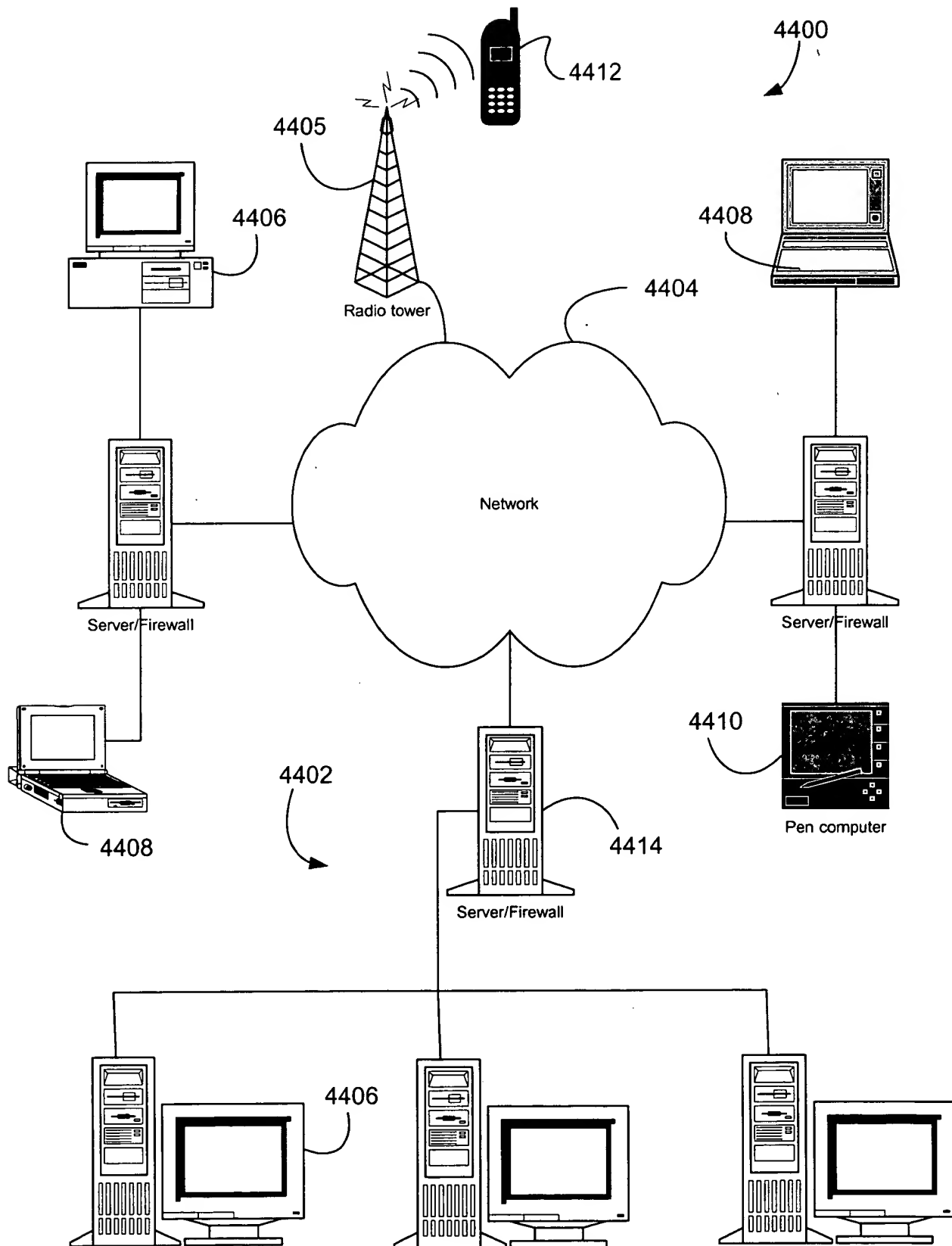
**FIG. 43B**



**FIG. 43C**



**FIG. 43D**



**FIG. 44**

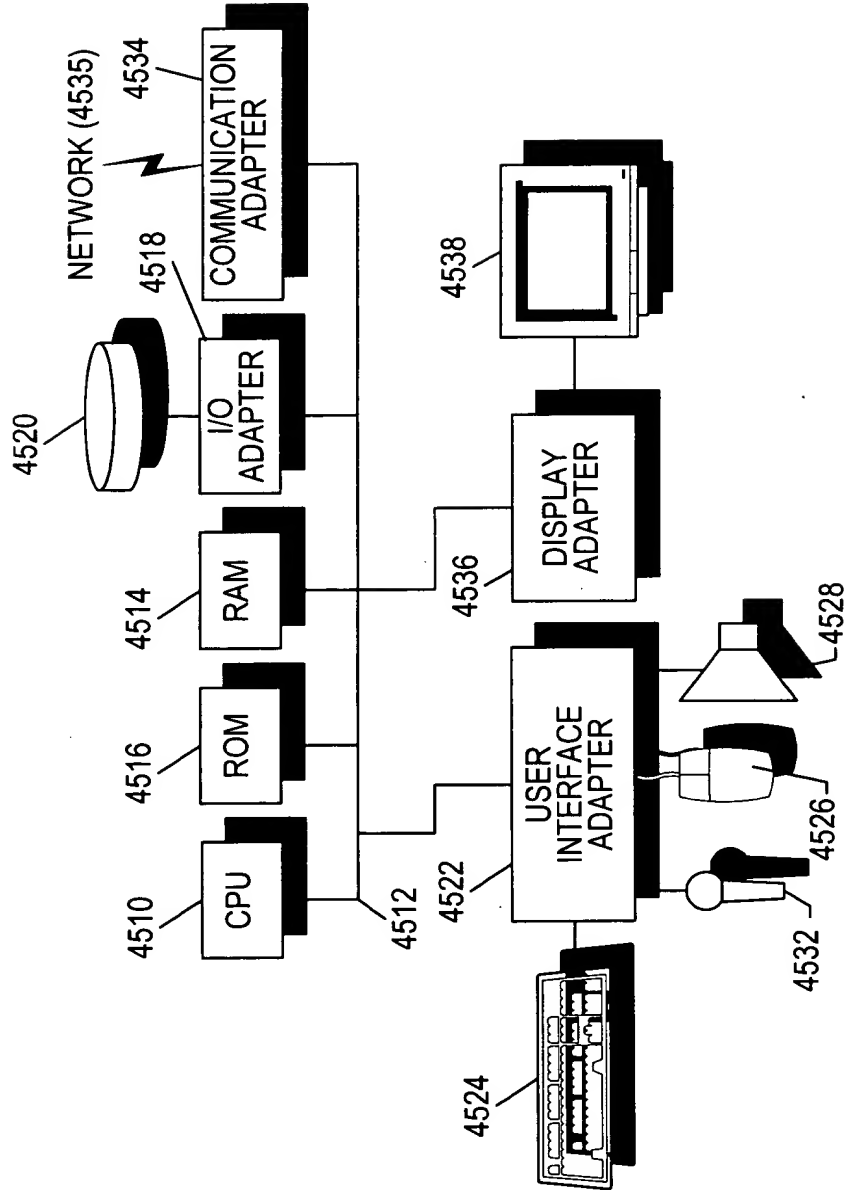
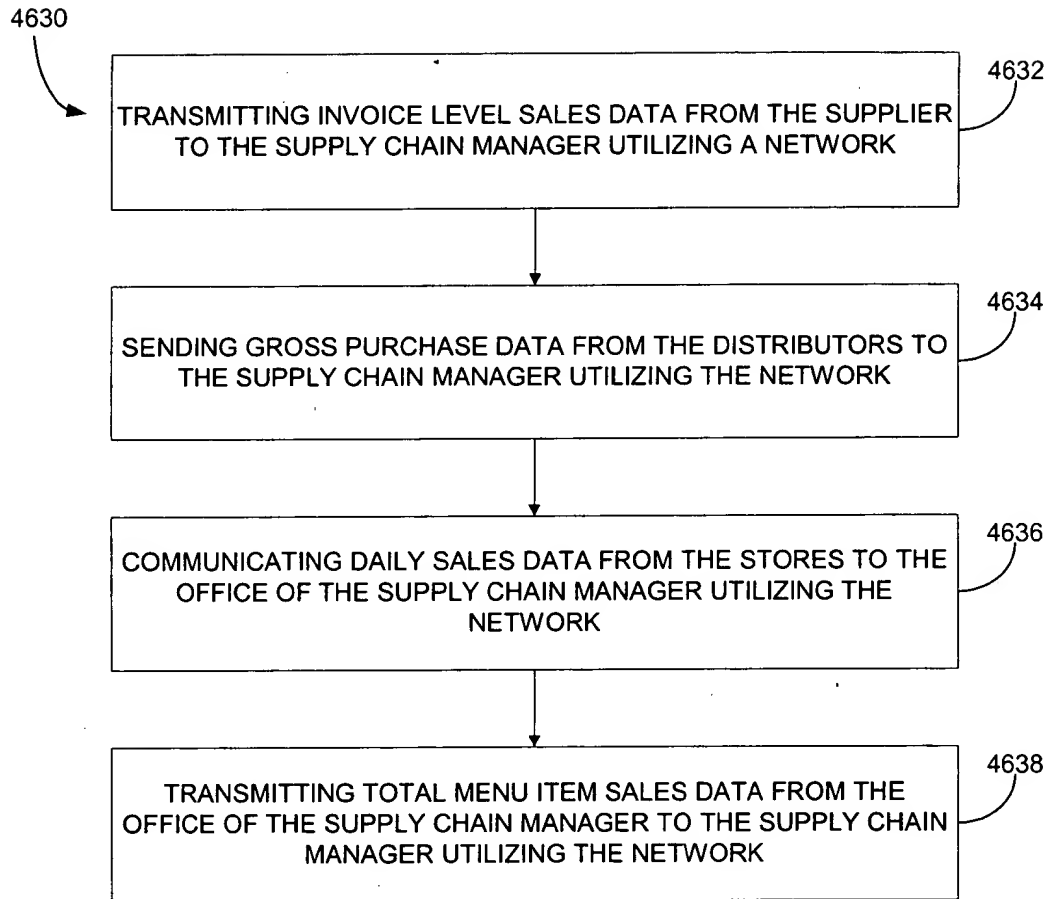


FIG. 45



**FIG. 46**

4730

TRANSMITTING INVOICE LEVEL SALES DATA FROM THE SUPPLIER  
TO THE SUPPLY CHAIN MANAGER UTILIZING A NETWORK

4732

SENDING INVOICE LEVEL SALES DATA FROM THE DISTRIBUTORS  
TO THE SUPPLY CHAIN MANAGER UTILIZING THE NETWORK

4734

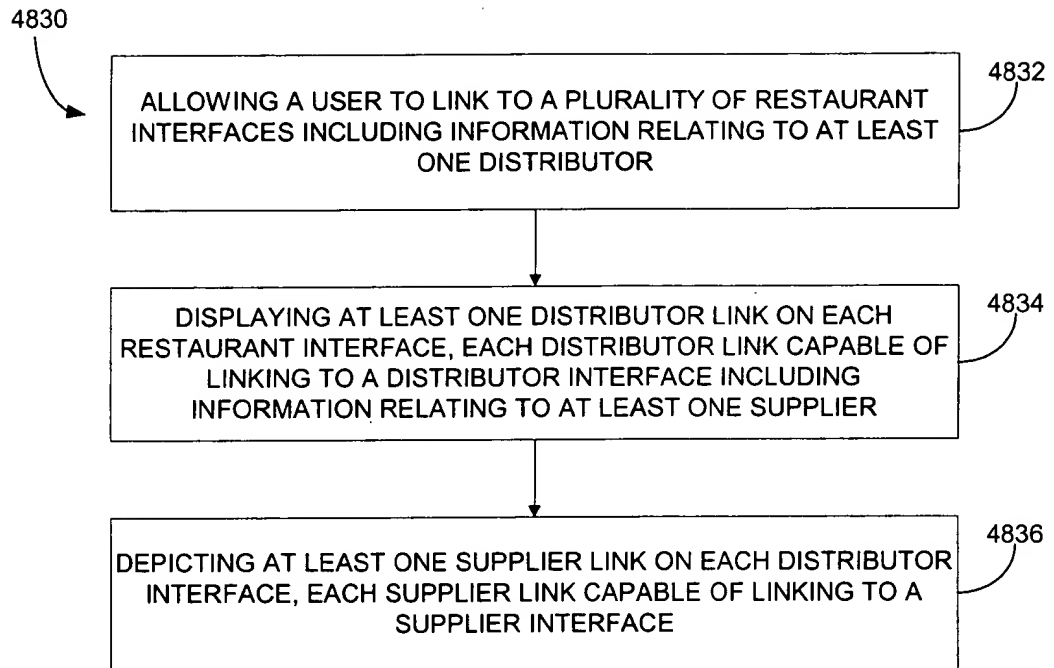
COMMUNICATING DAILY SALES DATA FROM THE STORES TO THE  
OFFICE OF THE SUPPLY CHAIN MANAGER UTILIZING THE  
NETWORK

4736

TRANSMITTING DAILY SALES DATA FROM THE OFFICE OF THE  
SUPPLY CHAIN MANAGER TO THE SUPPLY CHAIN MANAGER  
UTILIZING THE NETWORK, WHEREIN THE DAILY SALES DATA IS  
ORGANIZED BASED ON THE STORES FROM WHICH THE DAILY  
SALES DATA ORIGINATED

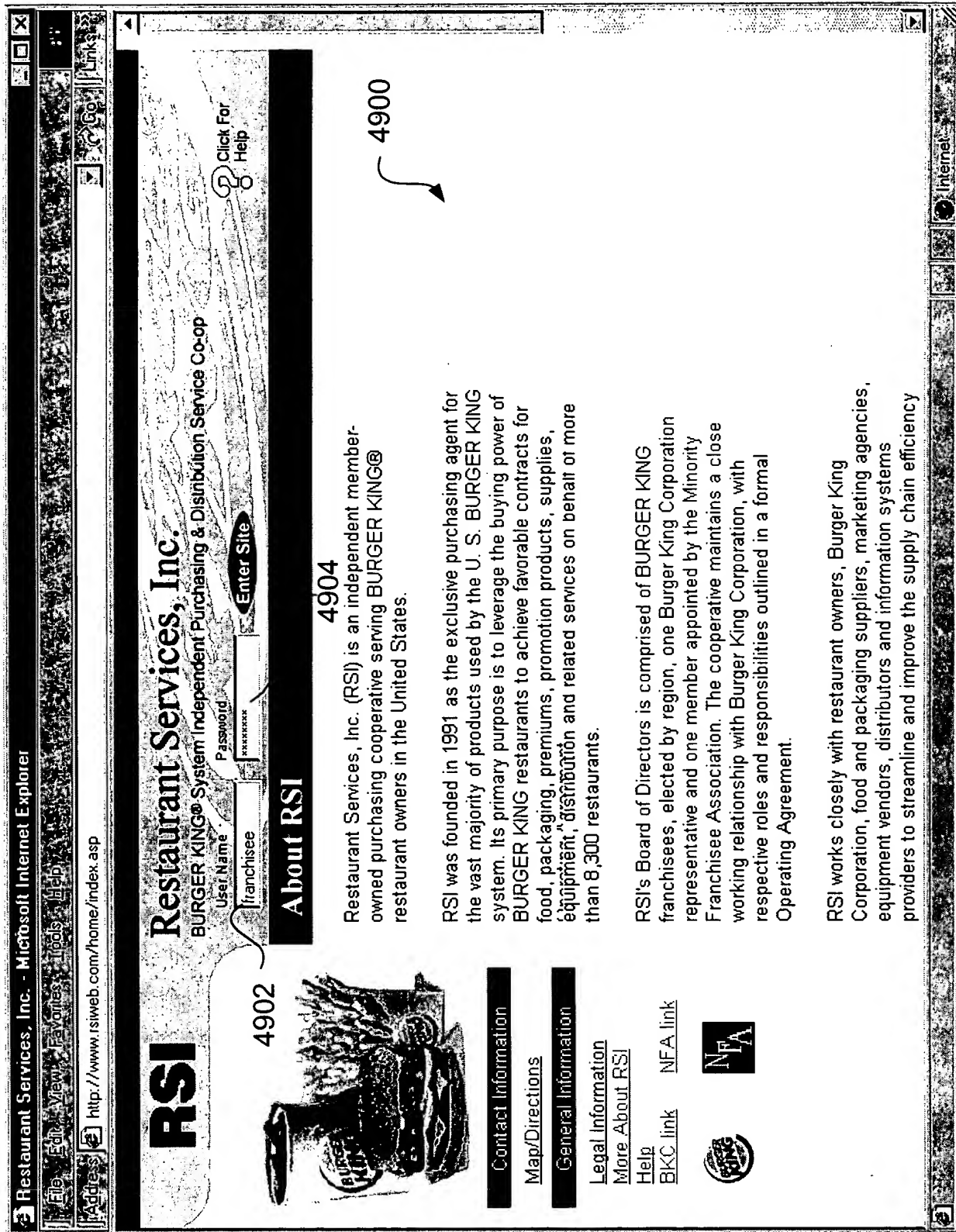
4738

**FIG. 47**



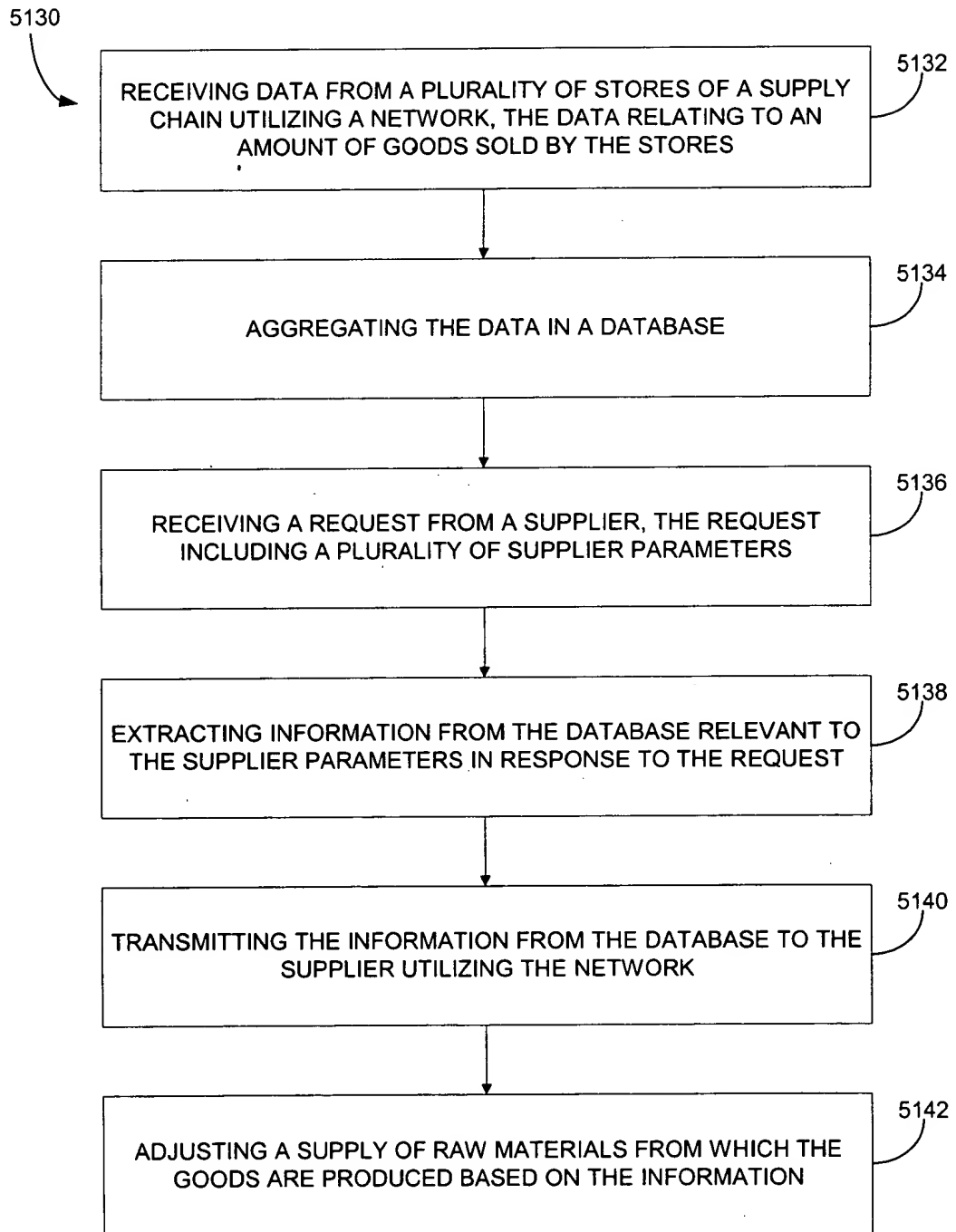
**FIG. 48**



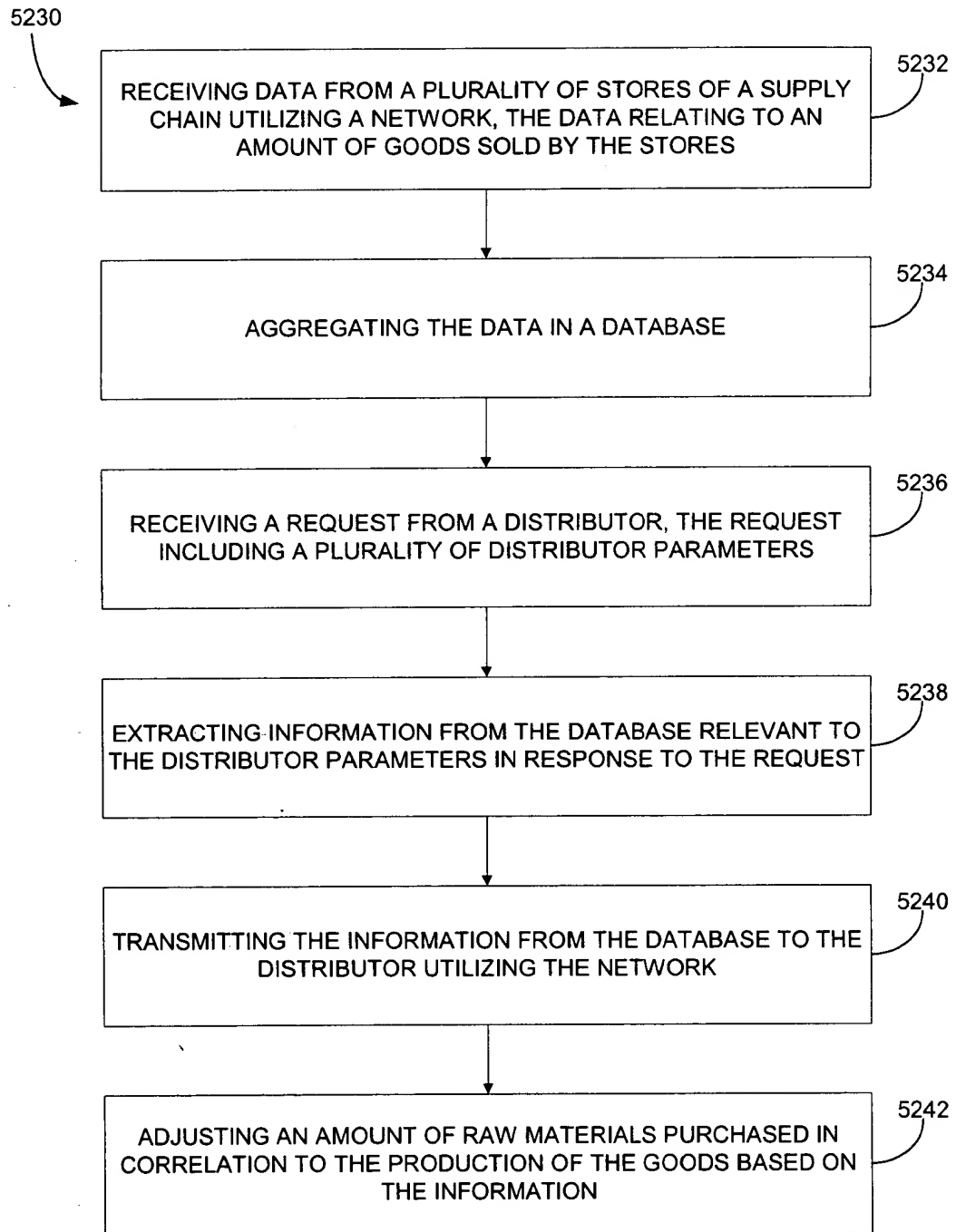


**FIG. 49**





**FIG. 51**



**FIG. 52**

Printer Friendly Version

**POS Implied Daily Usage - Distributor**  
**Tuesday, October 24, 2000**

Distribution Company: REINHART FOODSERVICE

Distribution Center: REINHART - CEDAR RAPIDS, IA

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			14 Day Rolling (Total Cases)														Week Ending Total			
DC Item No	Item Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10				
Number of Restaurants Served by DC				200	200	200	200	200	200	200	200	200	200	200	200	200				
19866	SAUCE: BBQ BULK; BULLSEYE	0.00%	13	21	23	18	18	18	18	18	14	21	21	15	13	13				
20788	MUSTARD: BULK BK	0.00%	12	19	20	18	18	14	14	13	14	19	19	18	15	14				
24340	MAYONNAISE: BULK BK	0.00%	134	197	211	173	156	154	163	160	200	206	175	165	151					
24666	STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	24				
25318	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	8	9	11	12	11	10	9	9					
25462	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	2	2	2	3	3	3	3	2	2					
27662	KETCHUP: BULK BAG IN BOX	0.00%	89	134	142	115	104	102	101	100	138	139	115	106	102					
27660	KETCHUP: PACKETS 10g BK	0.00%	127	194	205	160	143	142	139	144	197	197	180	142	140					
														</						

FIG. 53



Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

[Printer Friendly Version](#)

**REINHART - CEDAR RAPIDS, IA**  
Local Promotion Summary by DC  
Tuesday, October 24, 2000

5400

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Local Promotion Option	ADI	Start Date	Projected Dly Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
<b>32 oz. Motor Cup</b>						
Chicago, IL		5/1/00	85	99	8	
Davenport-Rt-Moline, IA		6/1/00	85	32	17	
Des Moines-Ames, IA		7/10/00	85	17	28	
Omaha, NE		7/10/00	85	17	50	
Peoria, IL		6/1/00	85	99	17	
Sioux City, IA		6/26/00	85	99	10	
Springfield-Decatur-Chmpg. IL		6/1/00	85	99	1	
<b>32 oz. Motor Cup Total</b>					<b>131</b>	
<b>Big King</b>						
Cedar Rapids-Waterloo-Dubu. IA		4/15/00		99	19	
Davenport-Rt-Moline, IA		4/15/00		99	17	
Ottumwa-Kirkville, IA		4/15/00		99	3	
<b>Big King Total</b>					<b>39</b>	
<b>Pancake Minis</b>						
Chicago, IL		5/15/00	20	99	8	
Peoria, IL		5/1/00	20	99	17	
Sioux City, IA		4/15/00	20	99	10	
<b>Pancake Minis Total</b>					<b>35</b>	

FIG. 54





## Supplier

**LOGOUT**

## Reports

## Personal Info

## Legal Information

**Help**

POS Implied Daily Usage - Supplier

Supplier: **TYSON FOODS**

## Retrieve

## Retrieve

5500

Printer Friendly Version

**POS Implied Daily Usage - Supplier  
Tuesday, October 24, 2000**

Supplier: TYSON FOODS

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

[illegible]

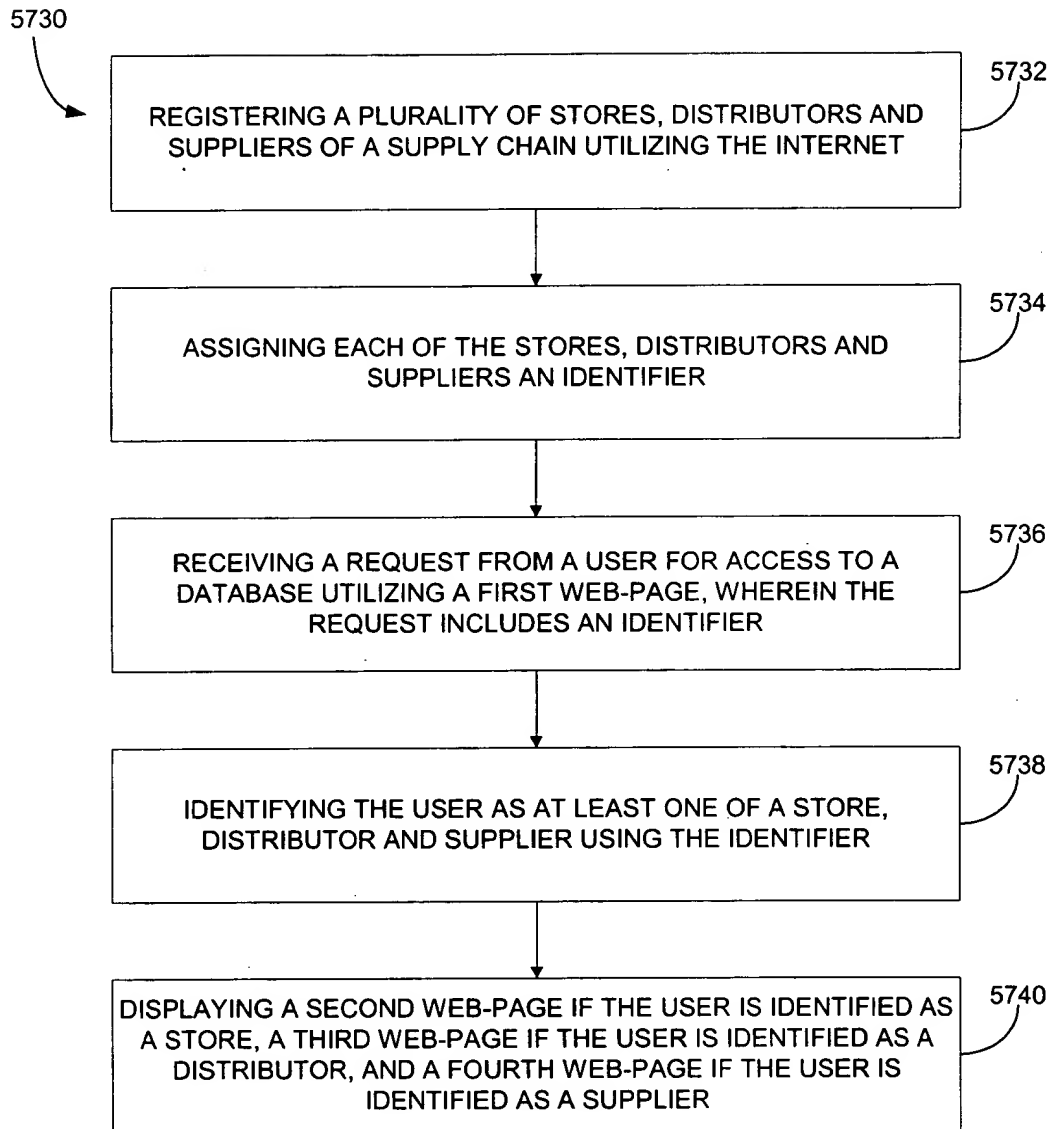
Done

Internet

**FIG. 55**







**FIG. 57**

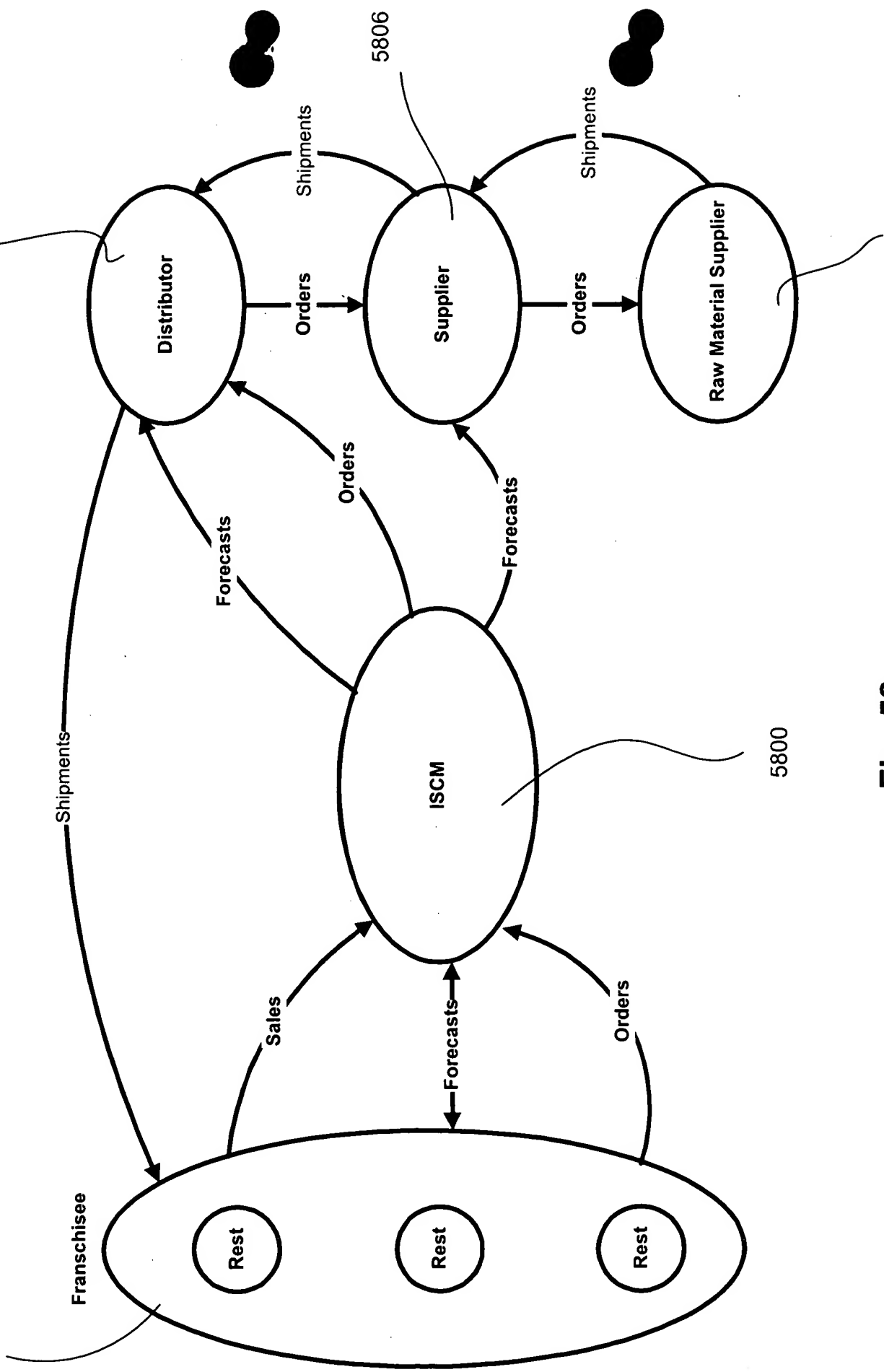
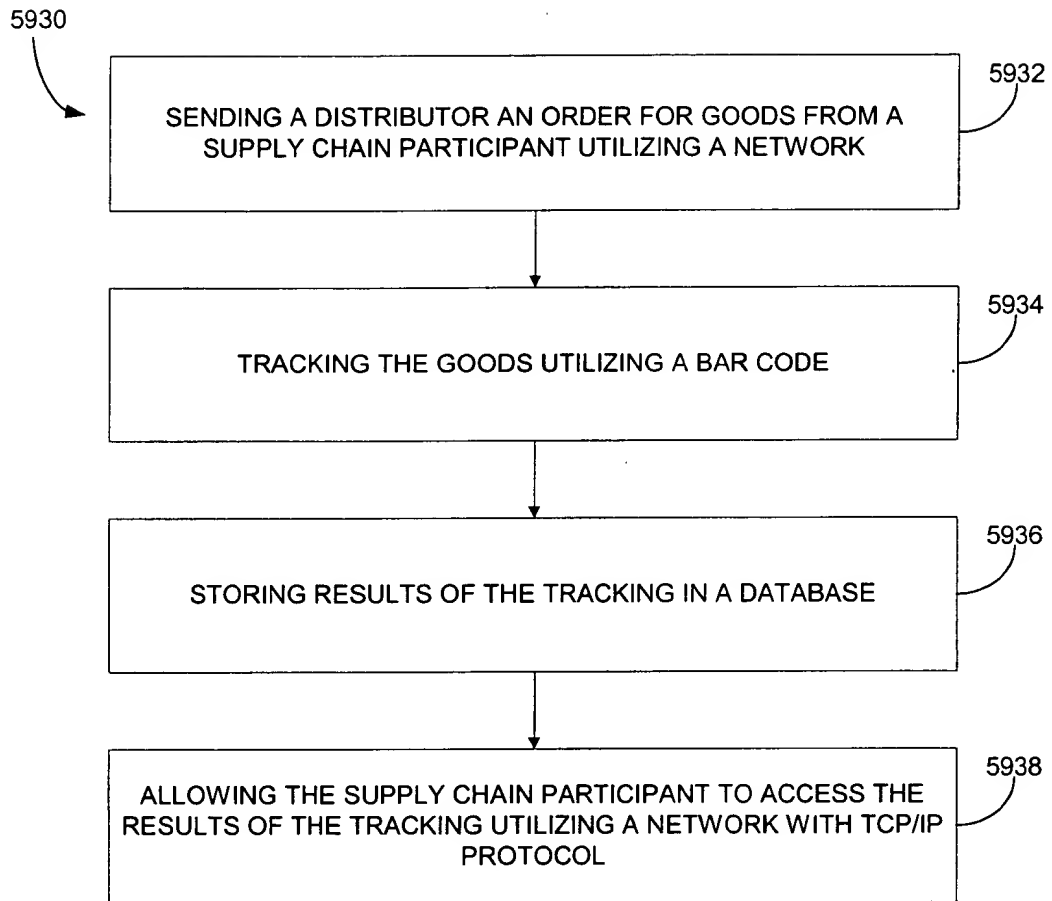


Fig. 58



**FIG. 59**

FIG. 60

6002

6004

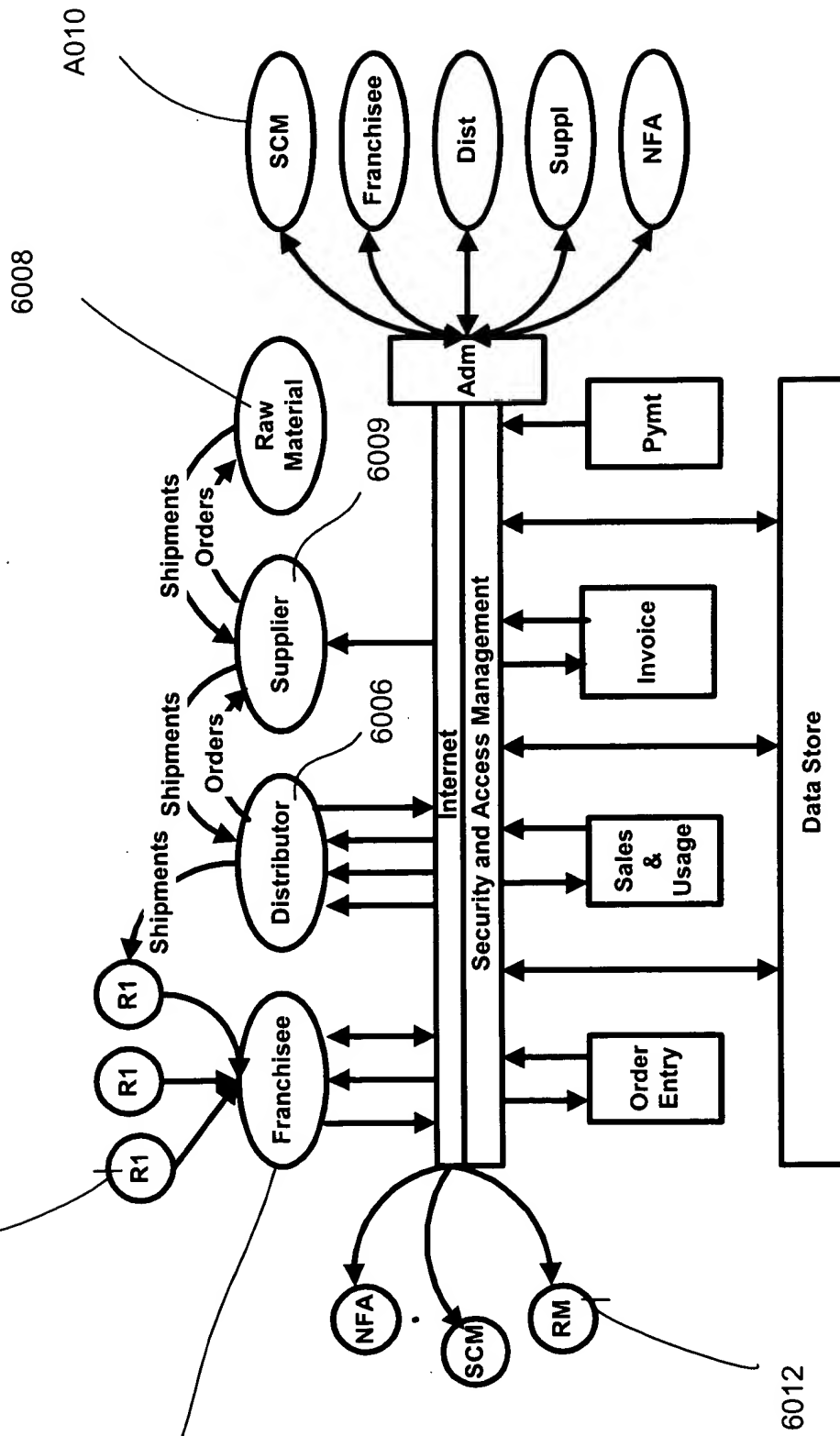


Fig. 60

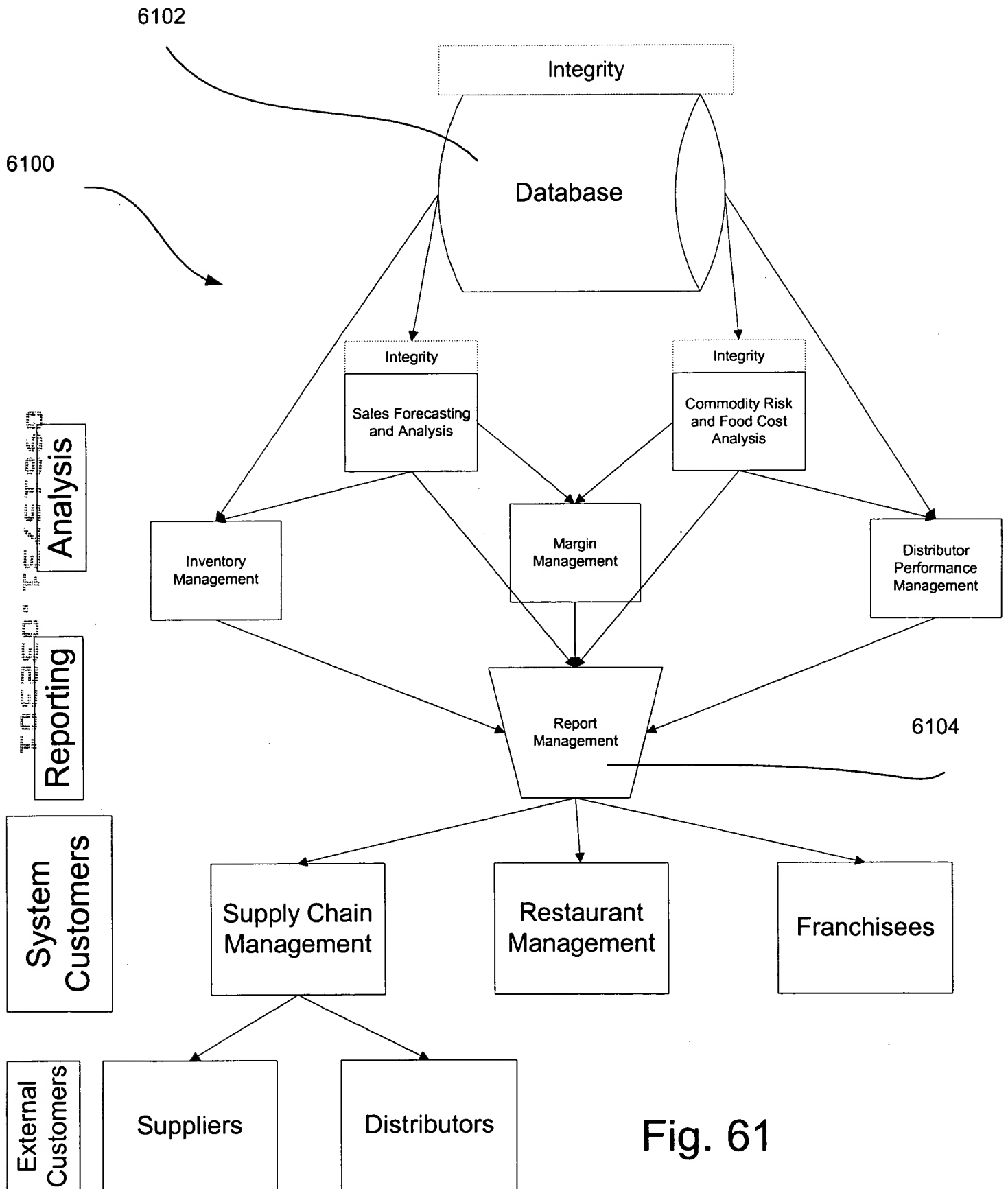
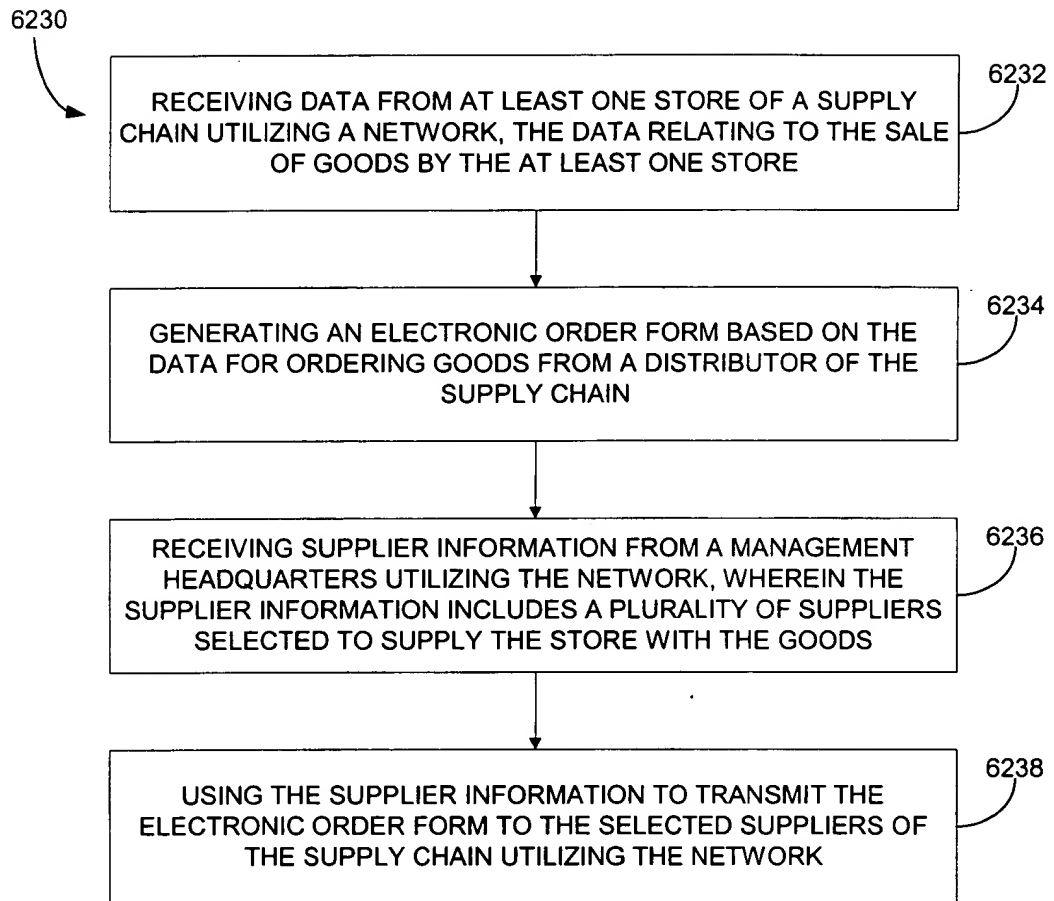


Fig. 61



**FIG. 62**

6300

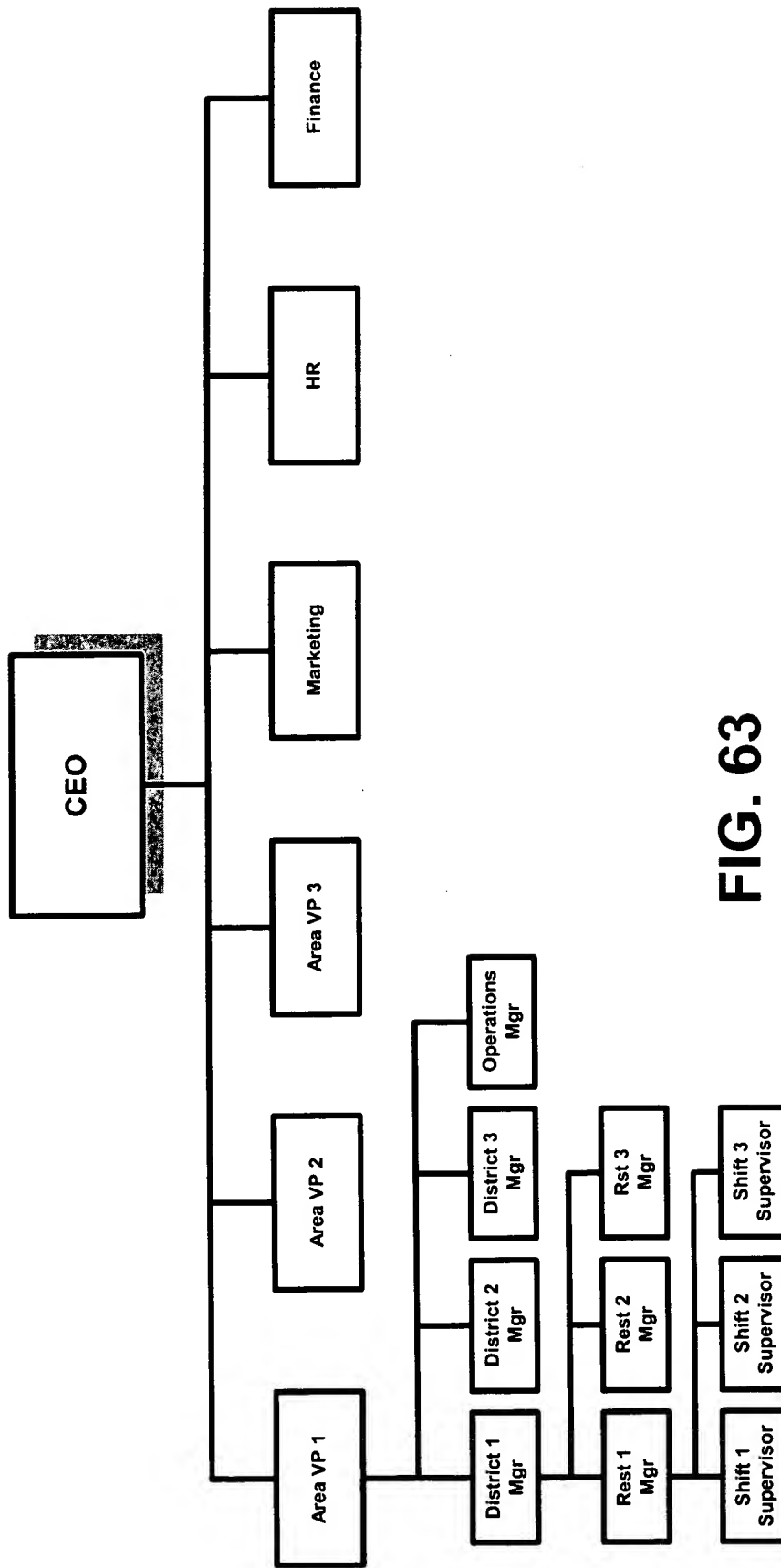
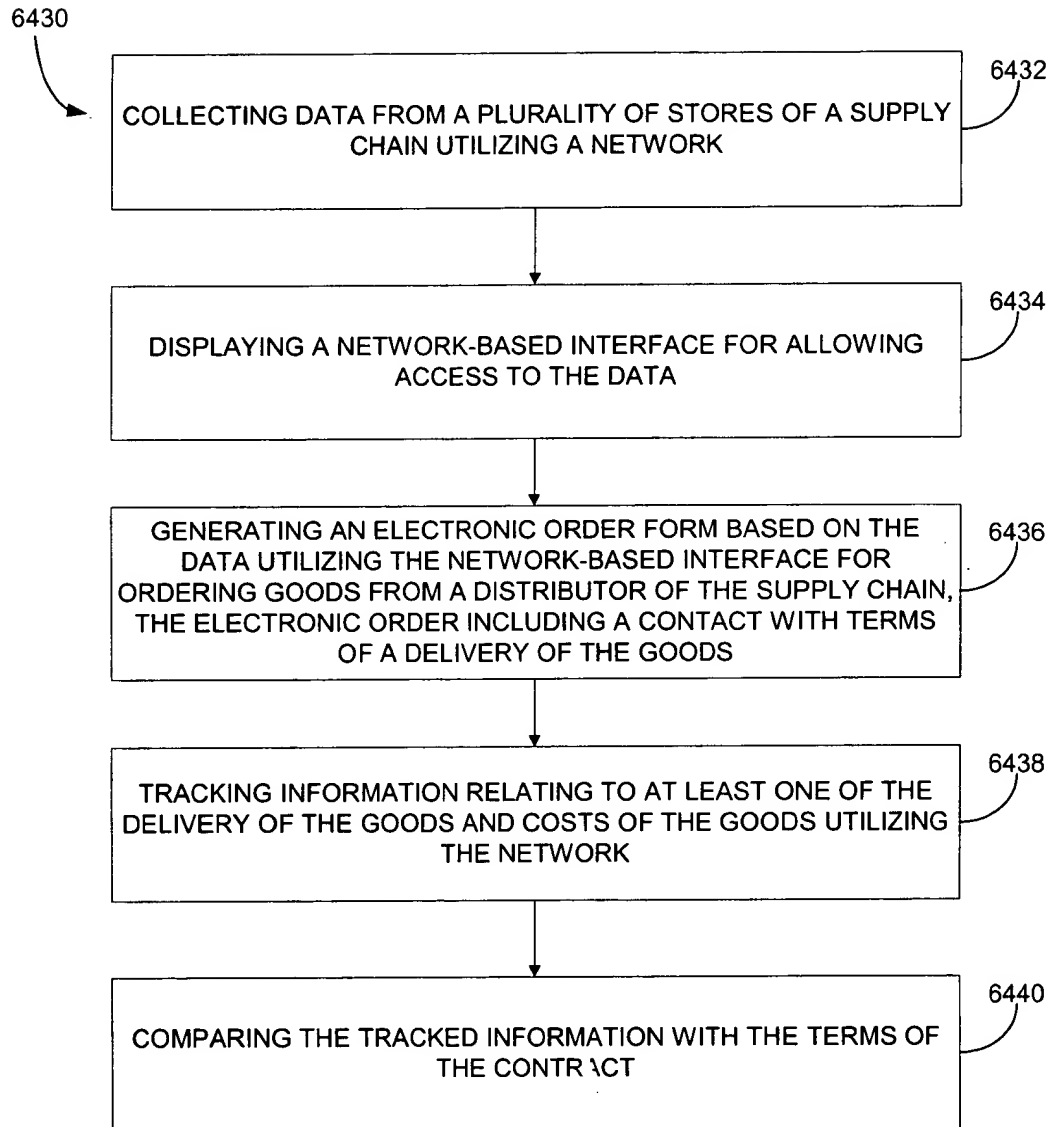
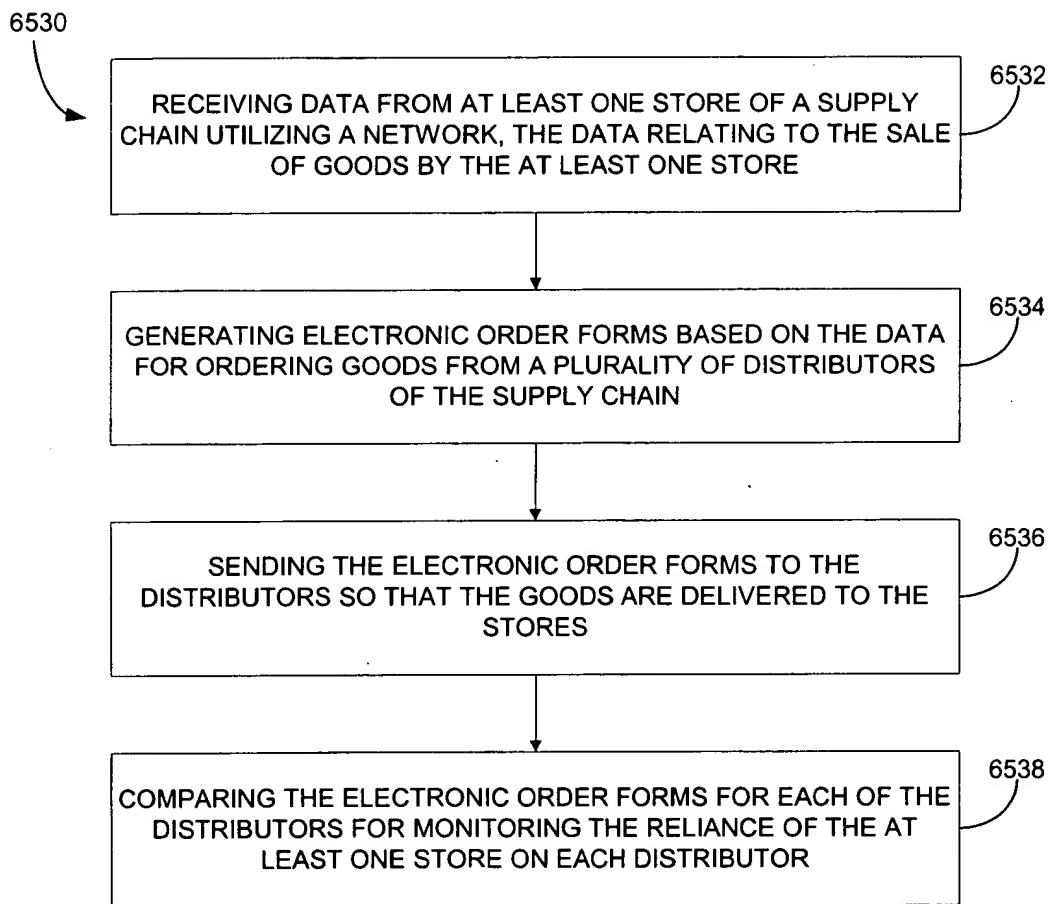


FIG. 63

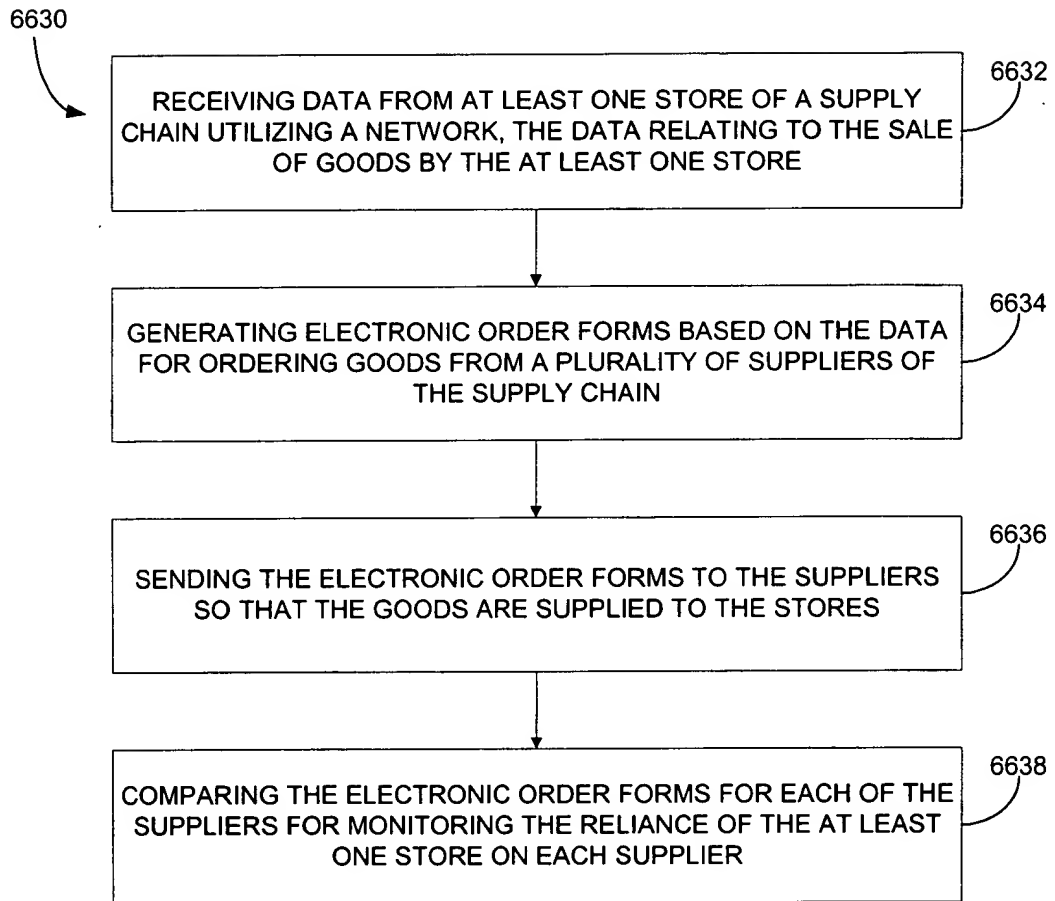


**FIG. 64**

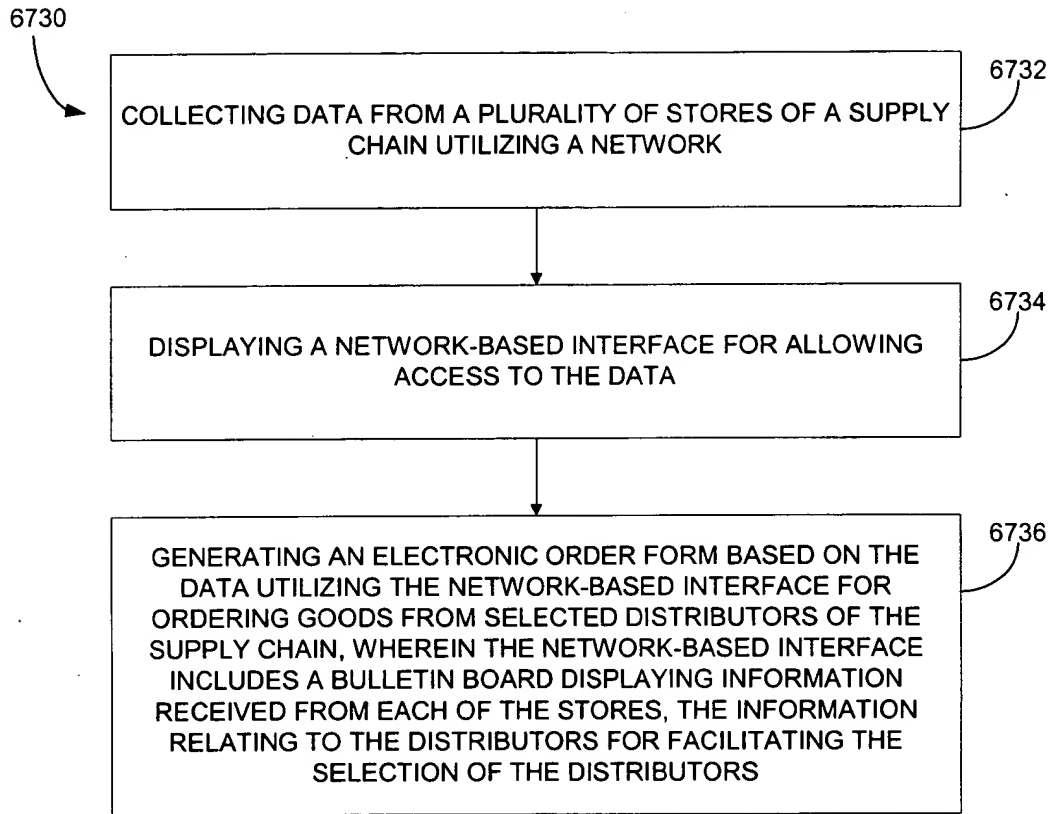




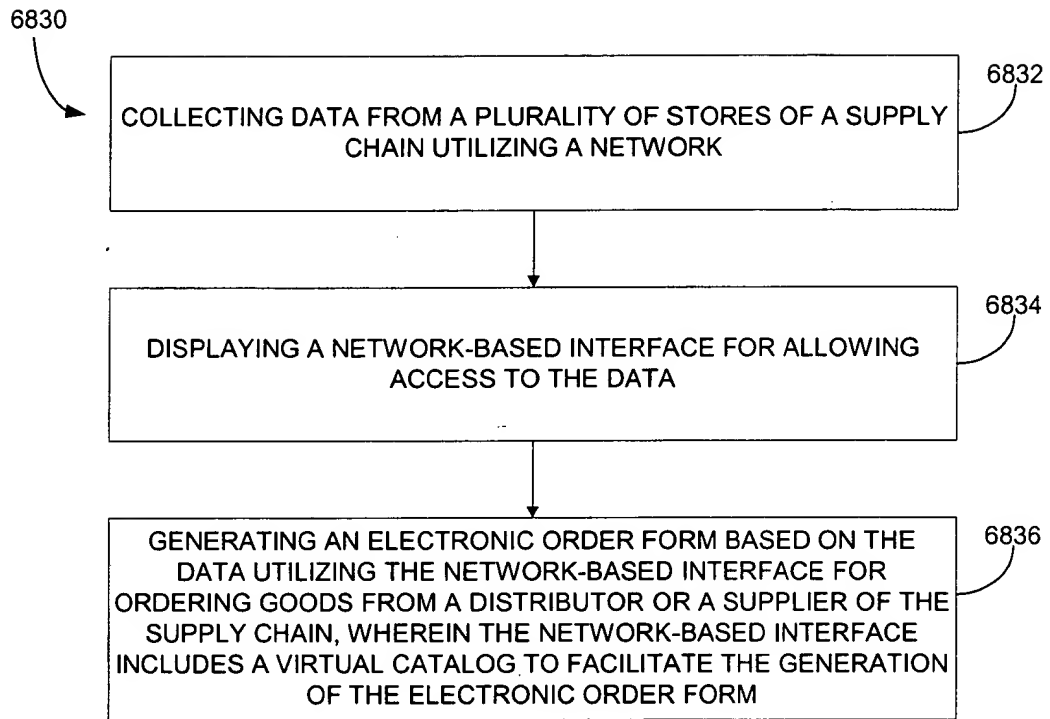
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**

6900

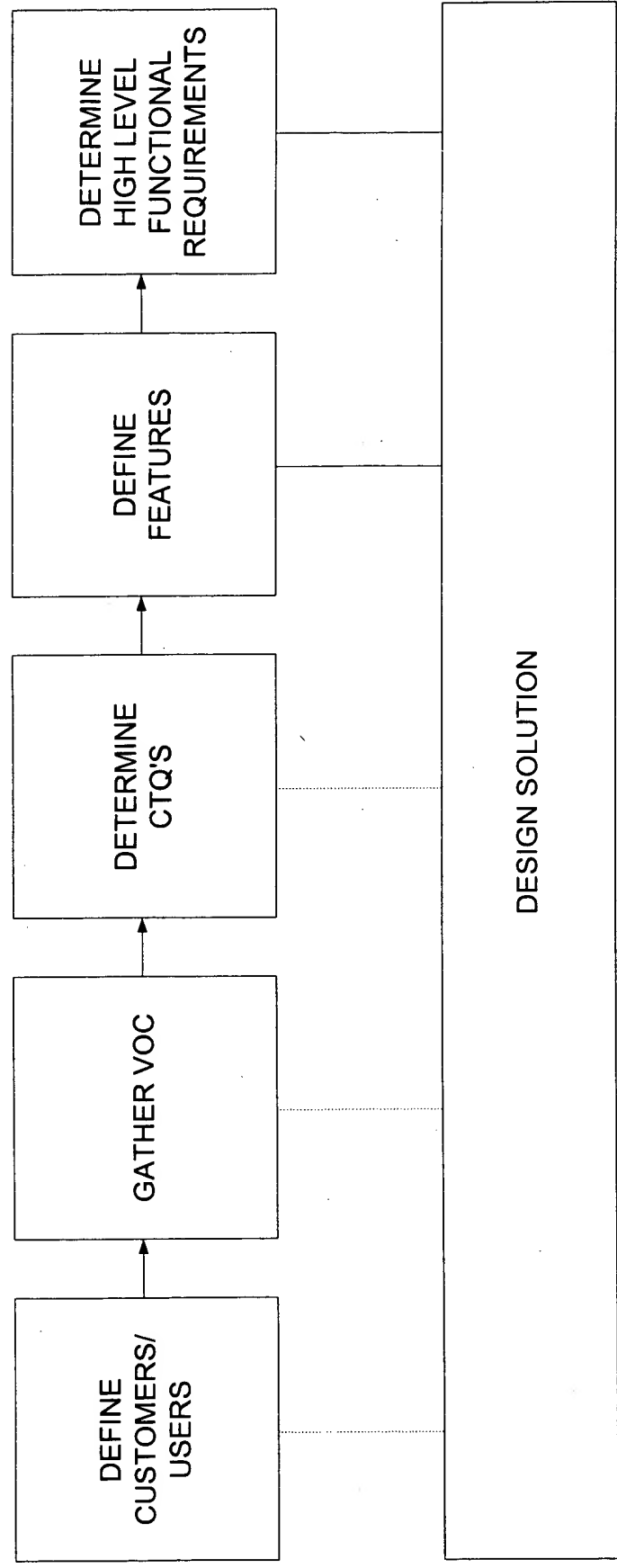
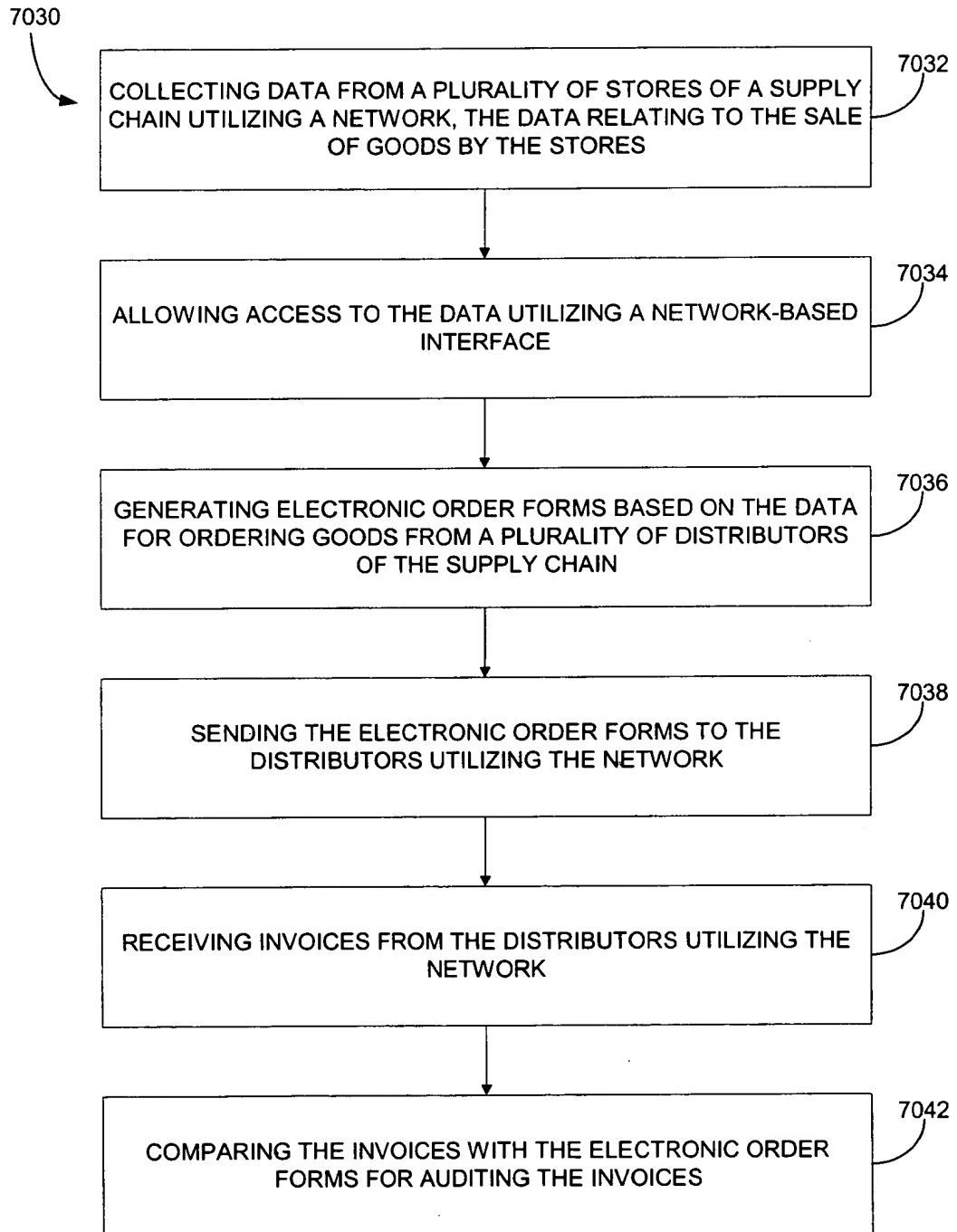
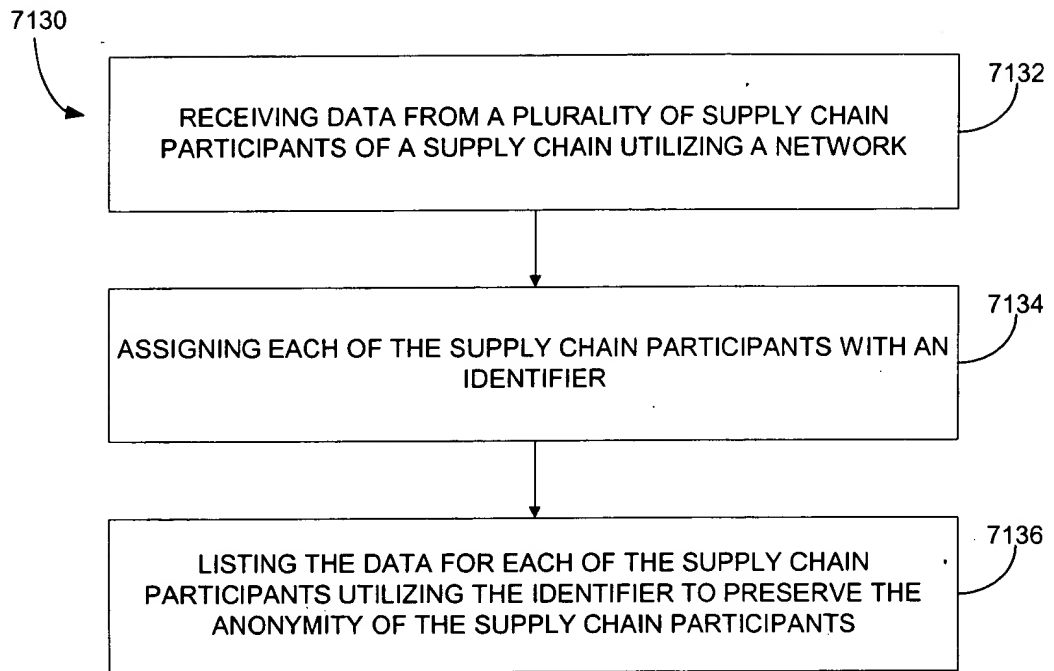


FIG. 69



**FIG. 70**



**FIG. 71**

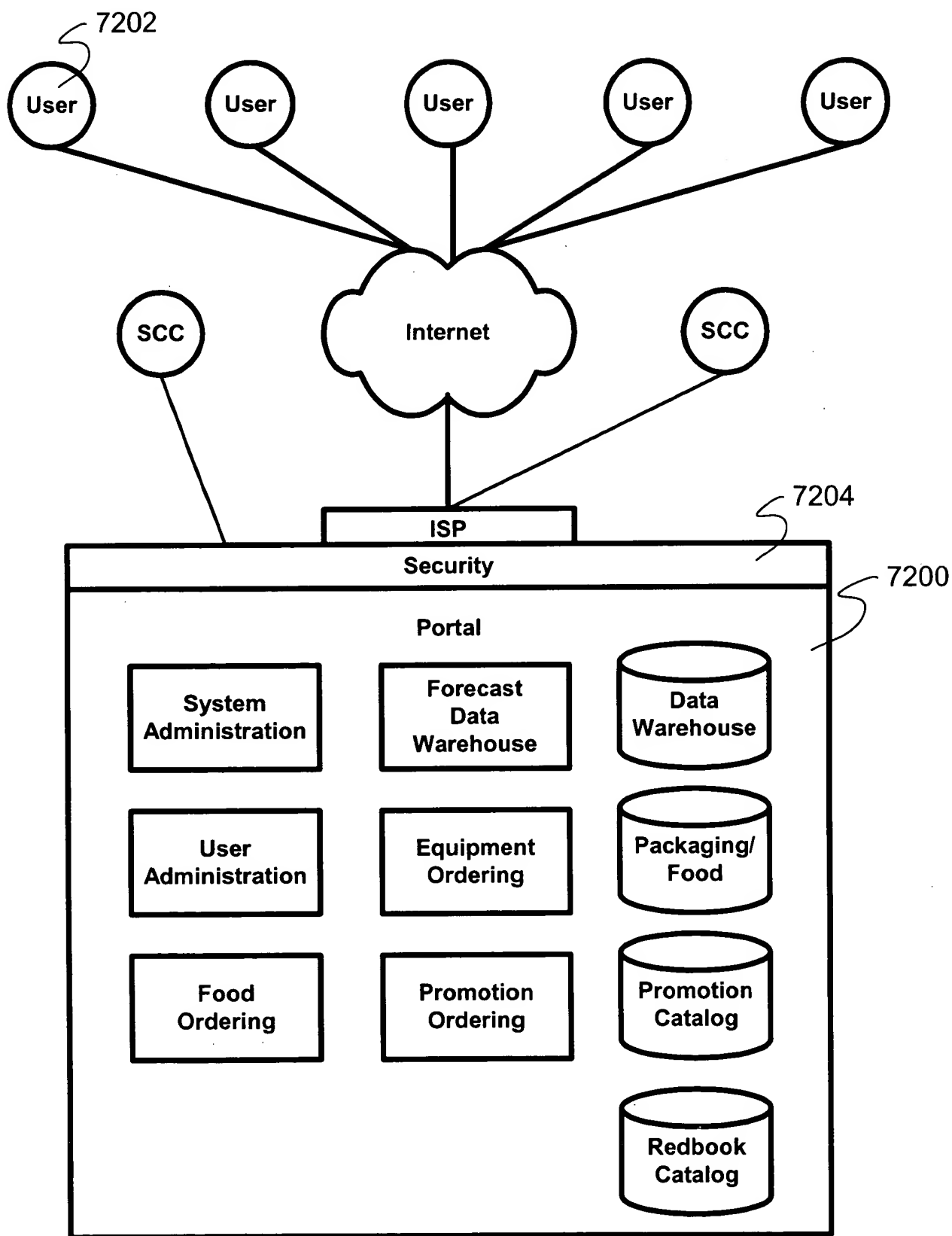


FIG. 72



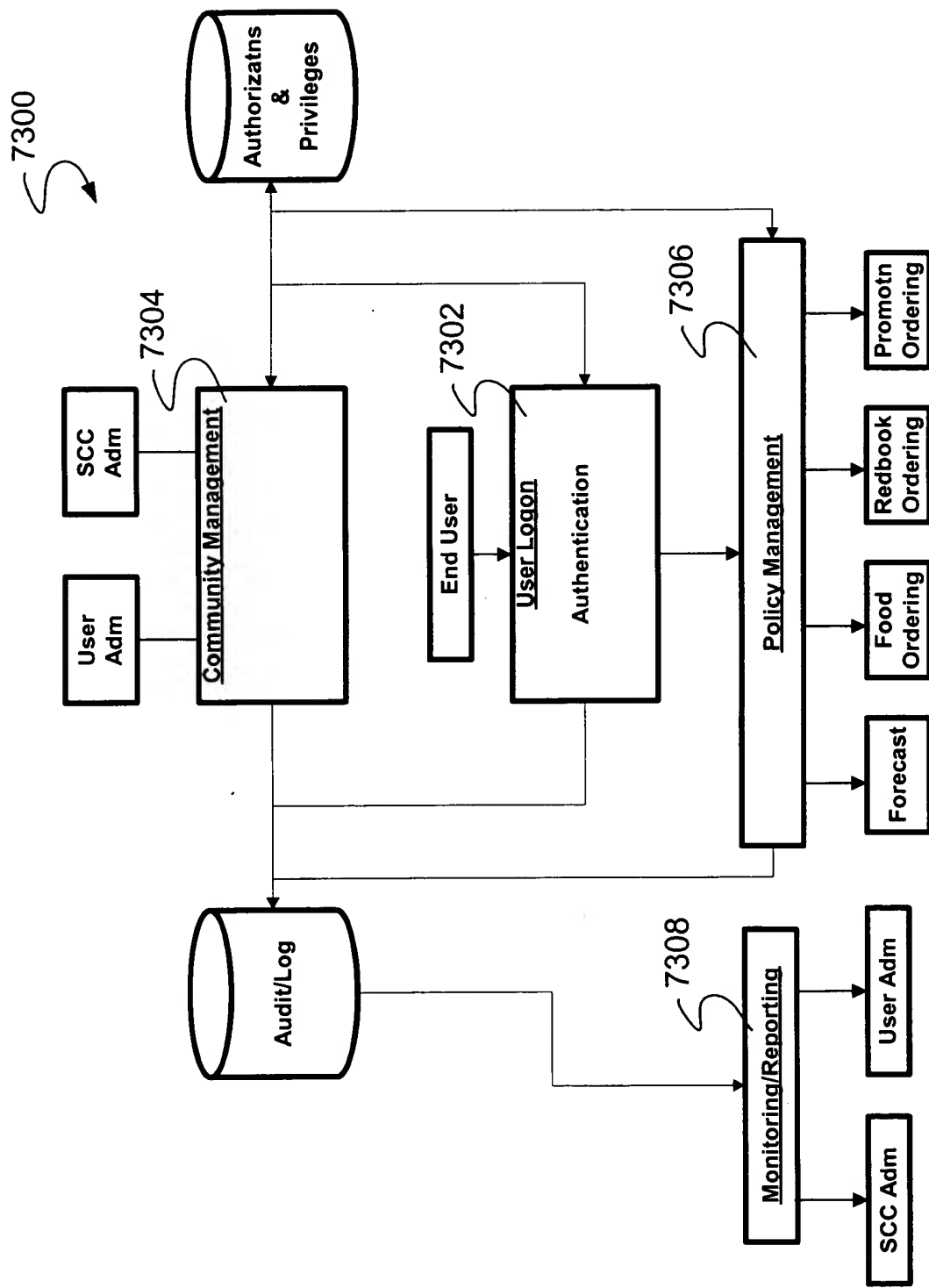


FIG. 73

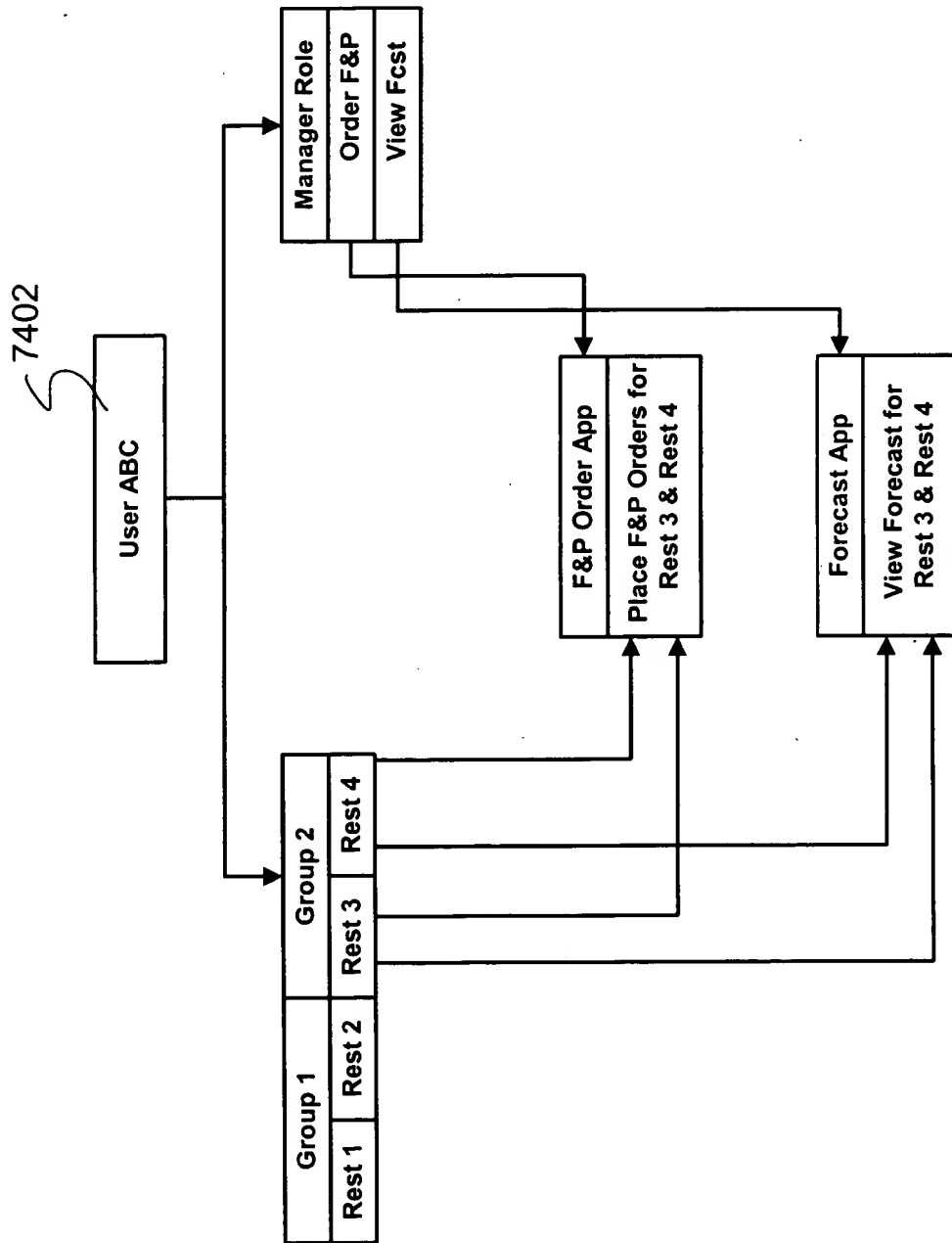


FIG. 74

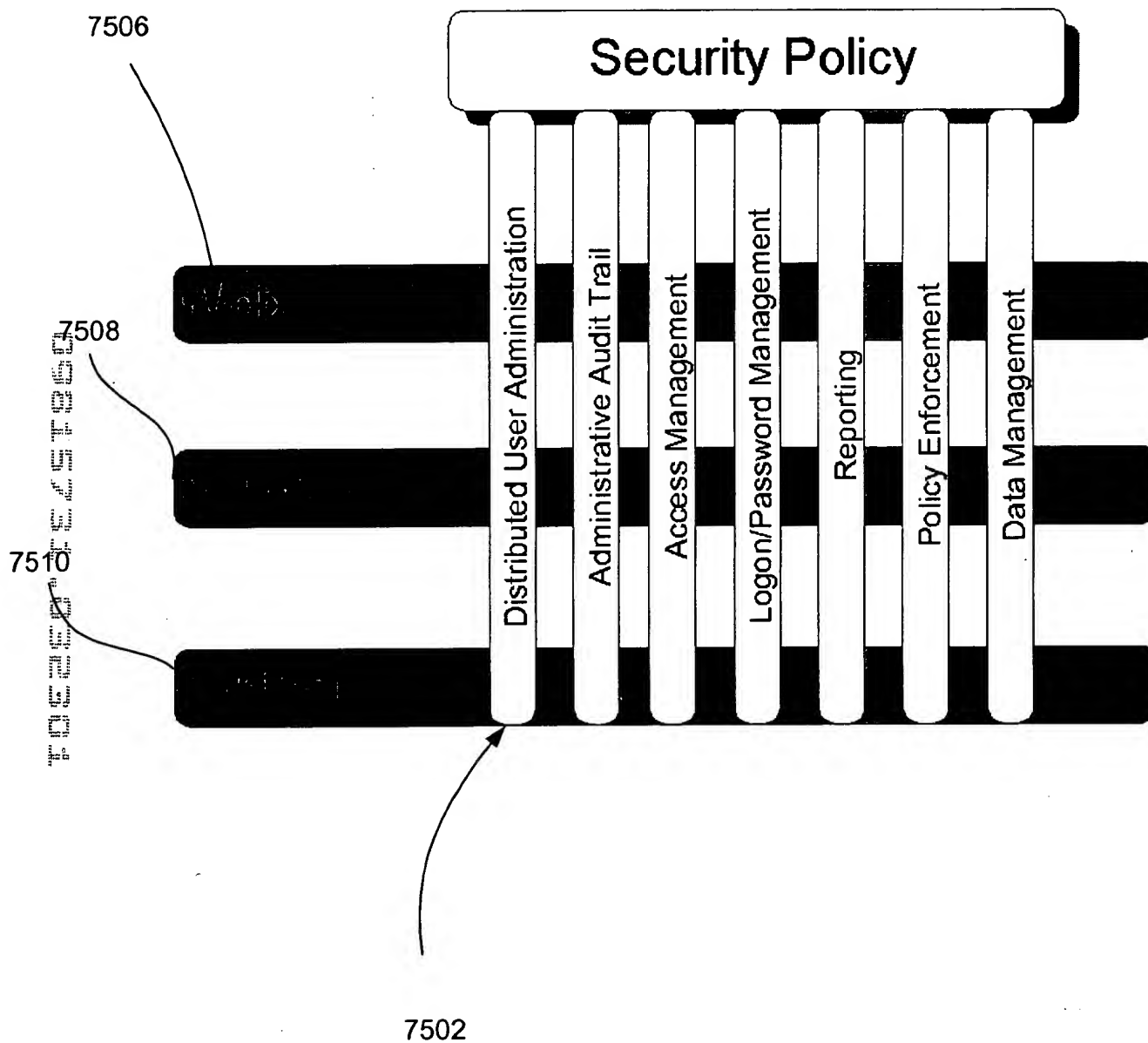
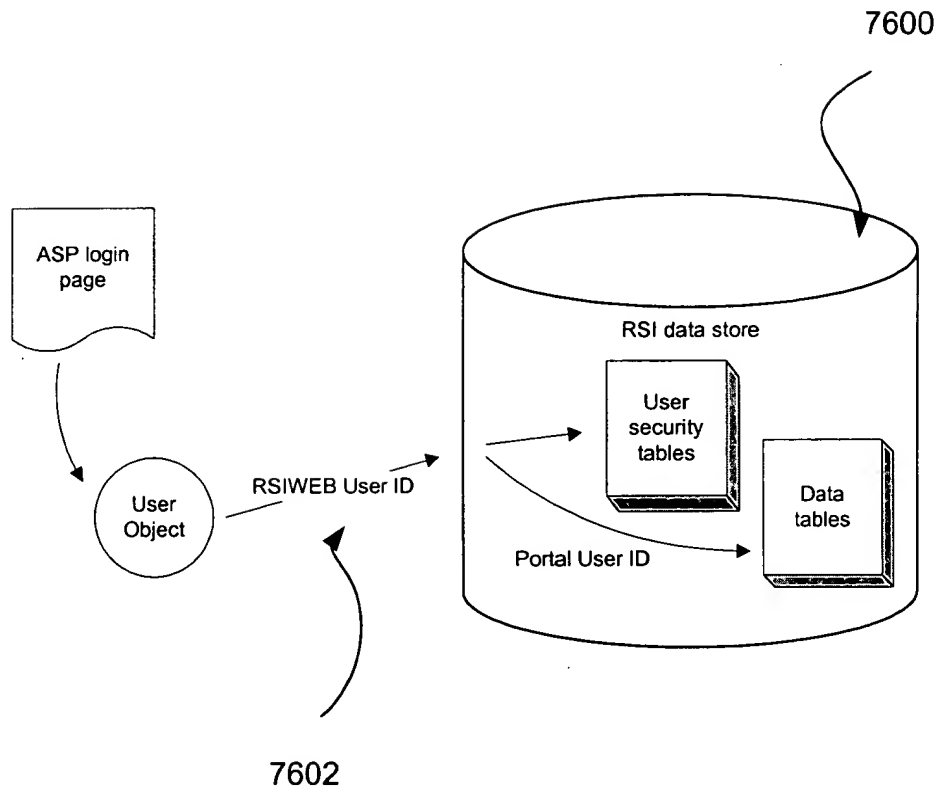


Fig. 75

FIG. 76



**Fig. 76**

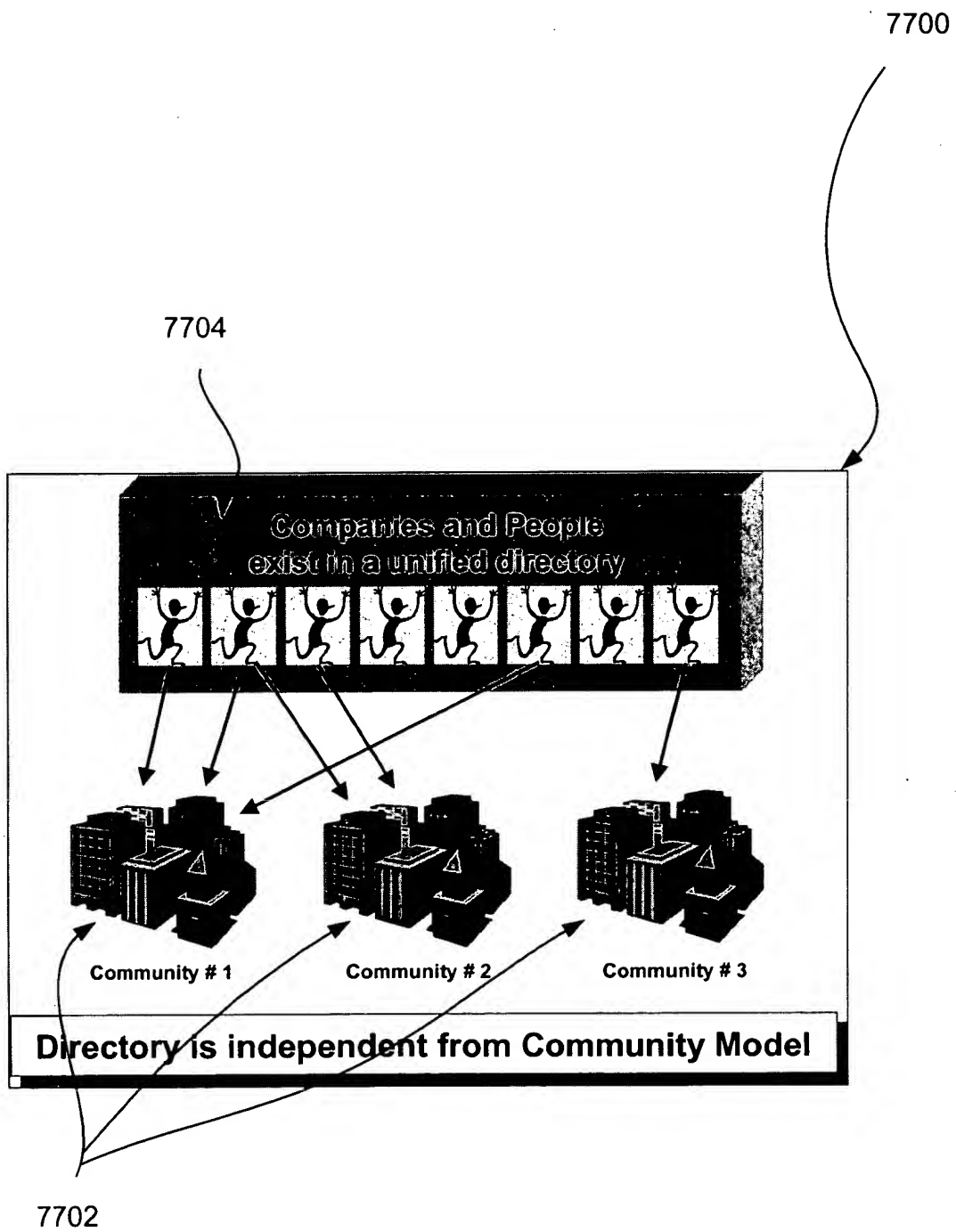


Fig. 77

7800

7802

7804

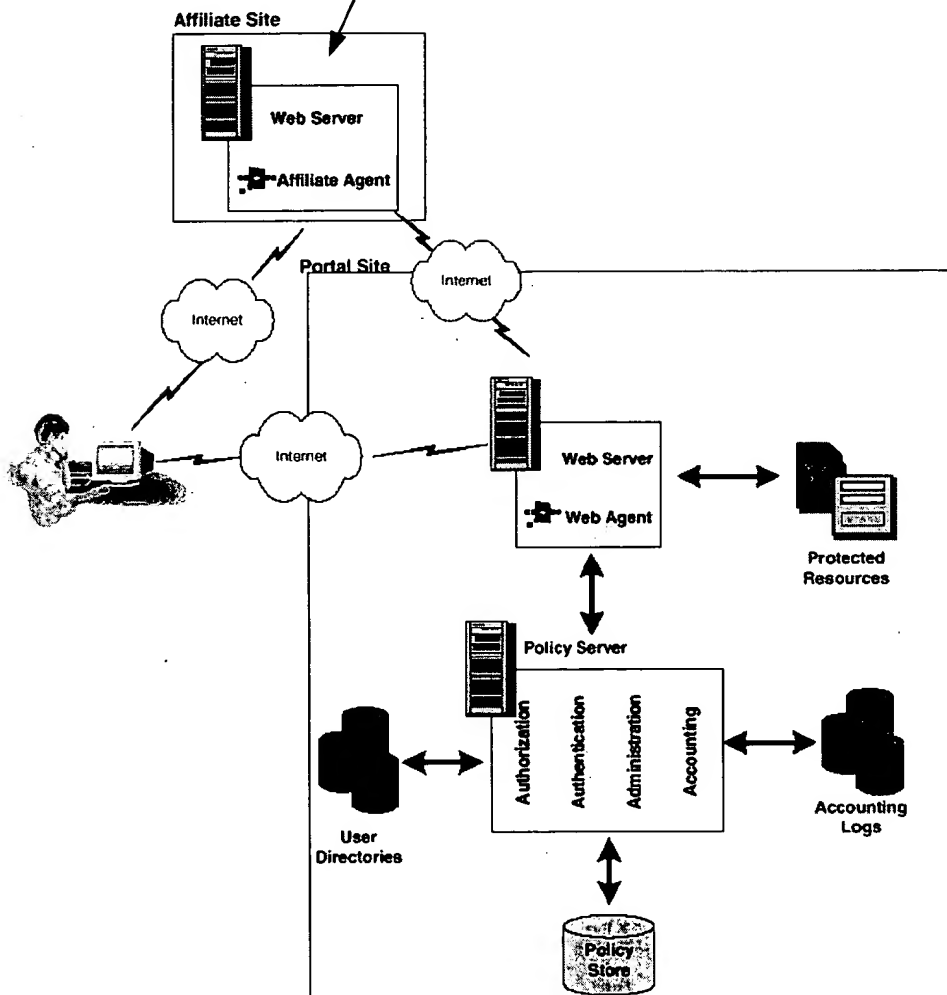
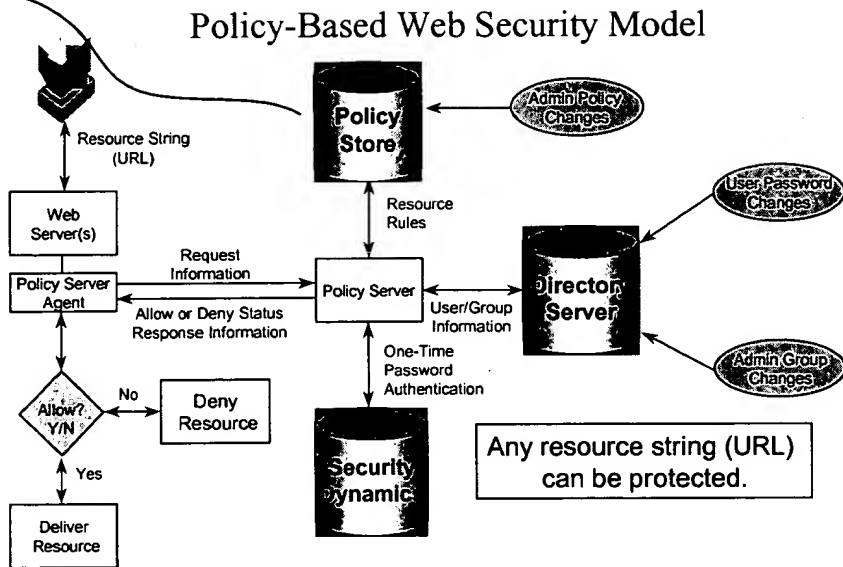


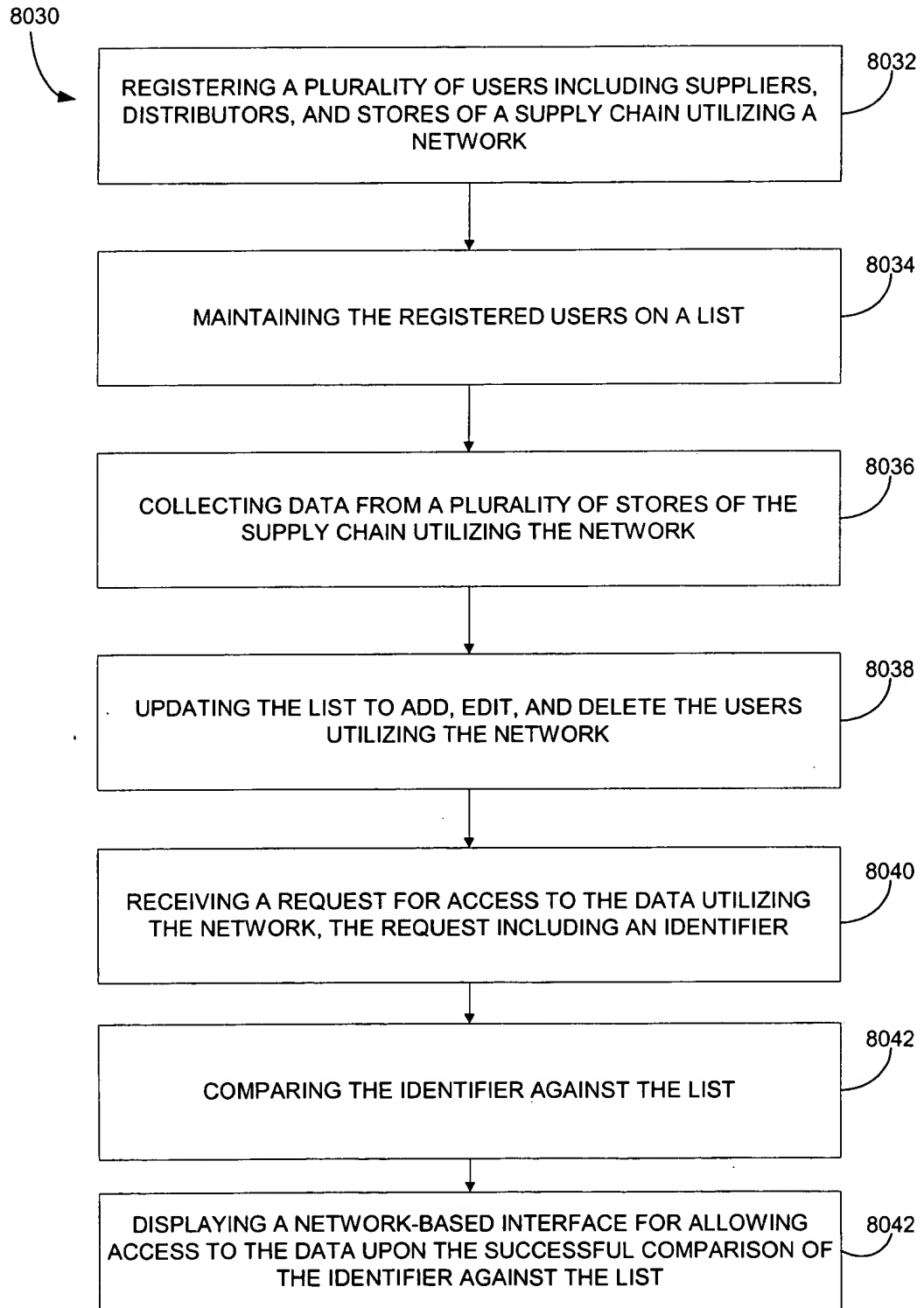
Fig. 78

7900

7902

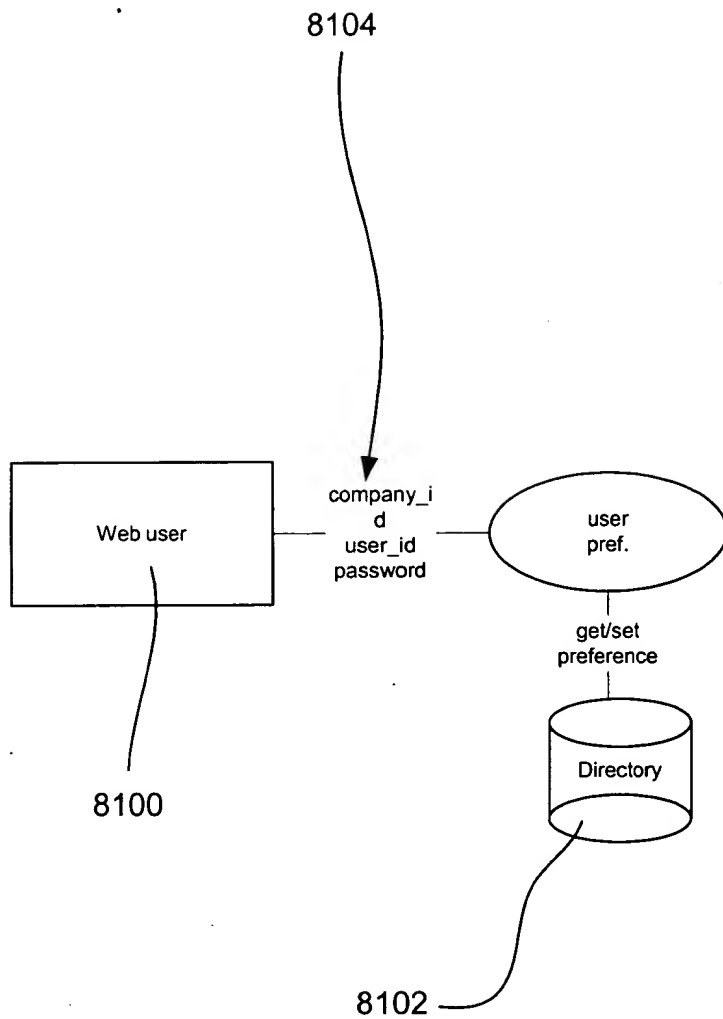


**Fig. 79**



**FIG. 80**





**Fig. 81**

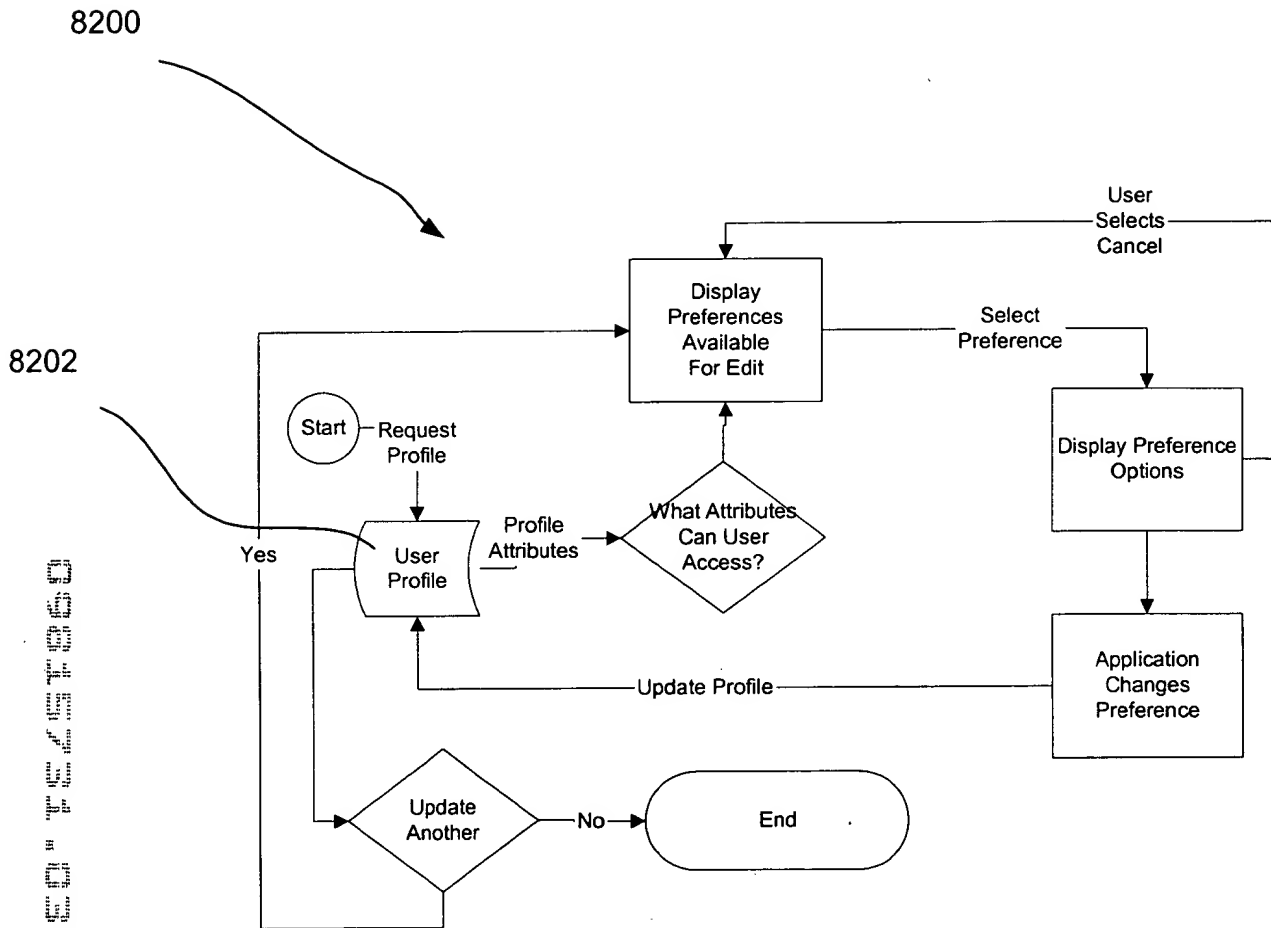
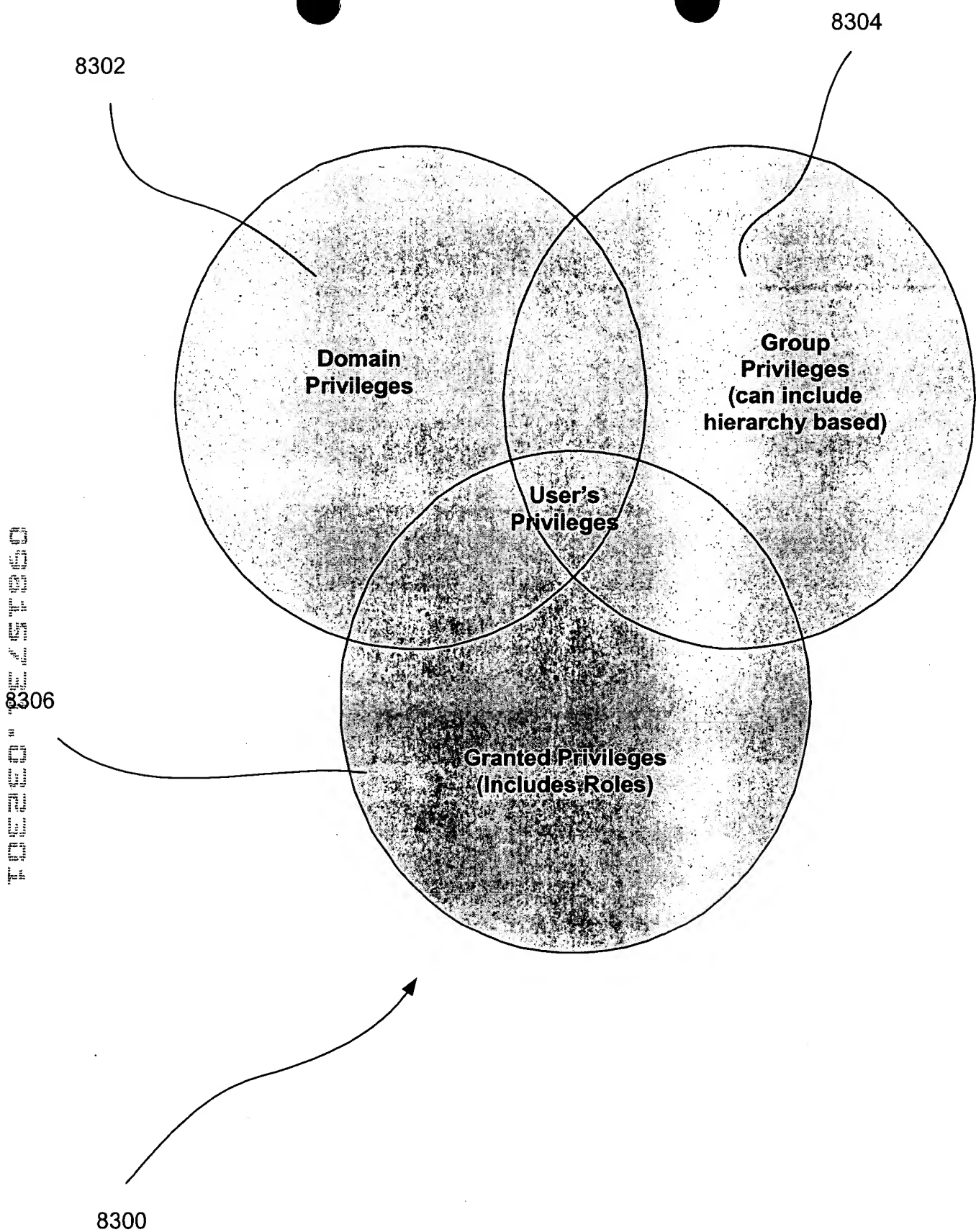
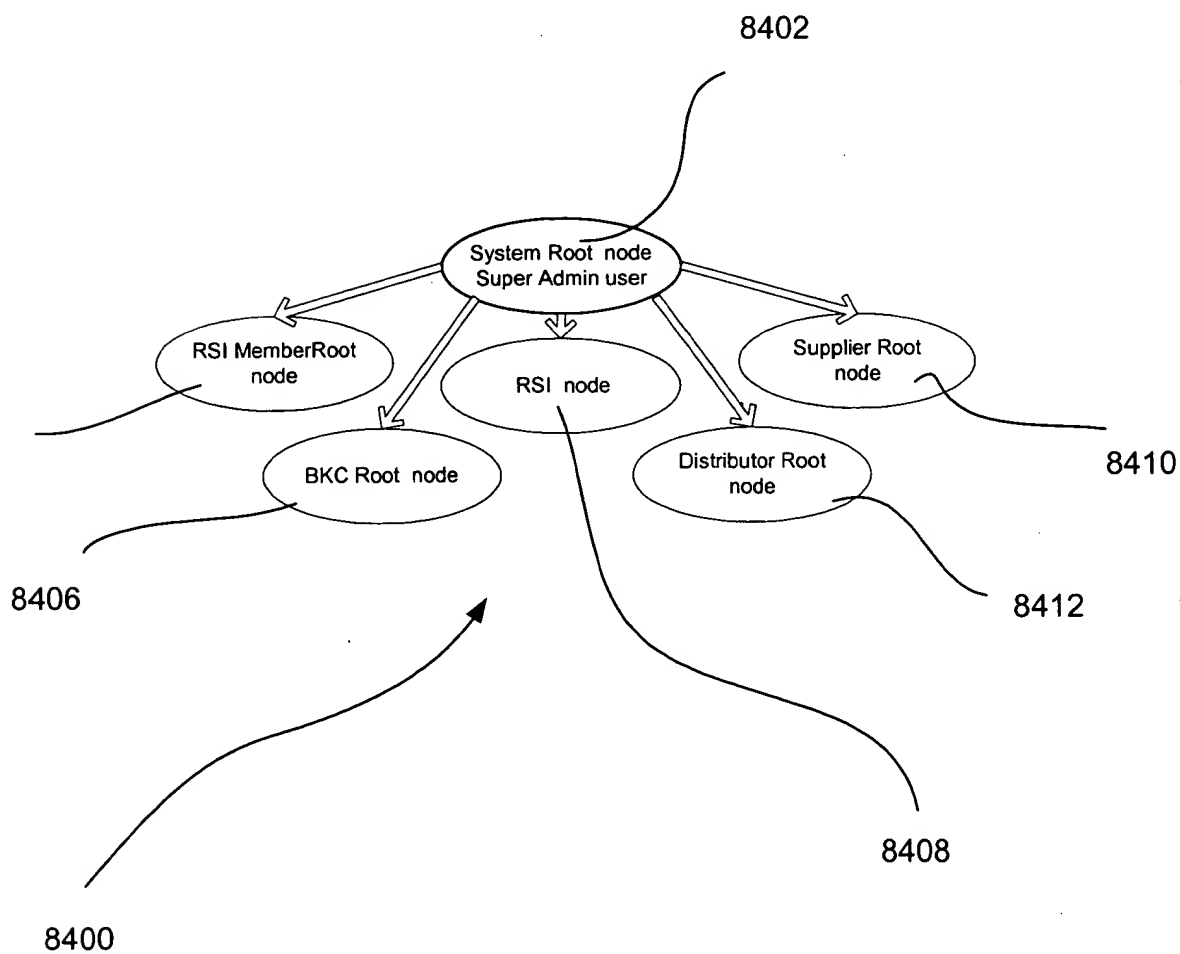


Fig. 82

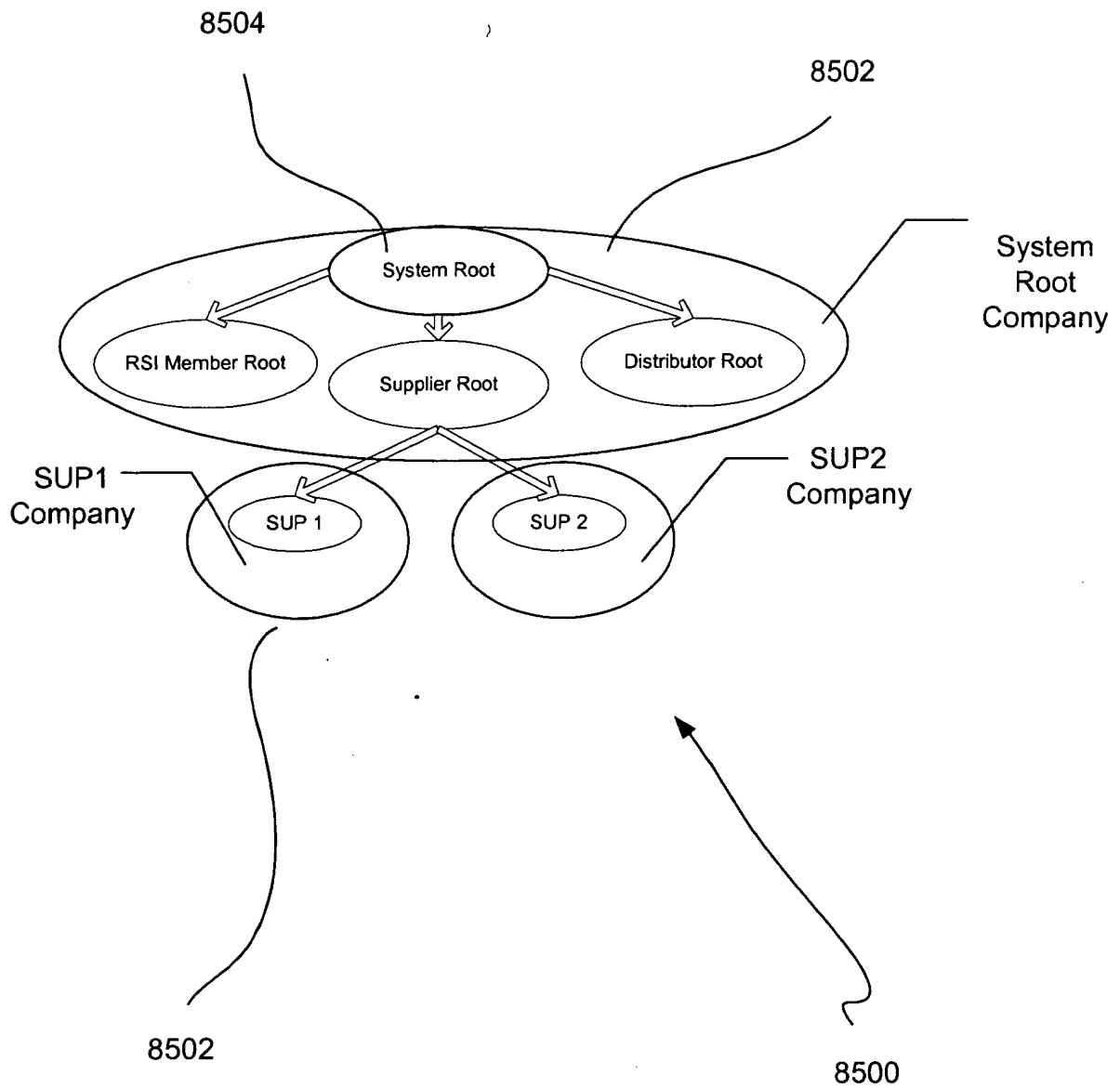


**Fig. 83**

8400 8406 8408 8410 8412 8402 8404



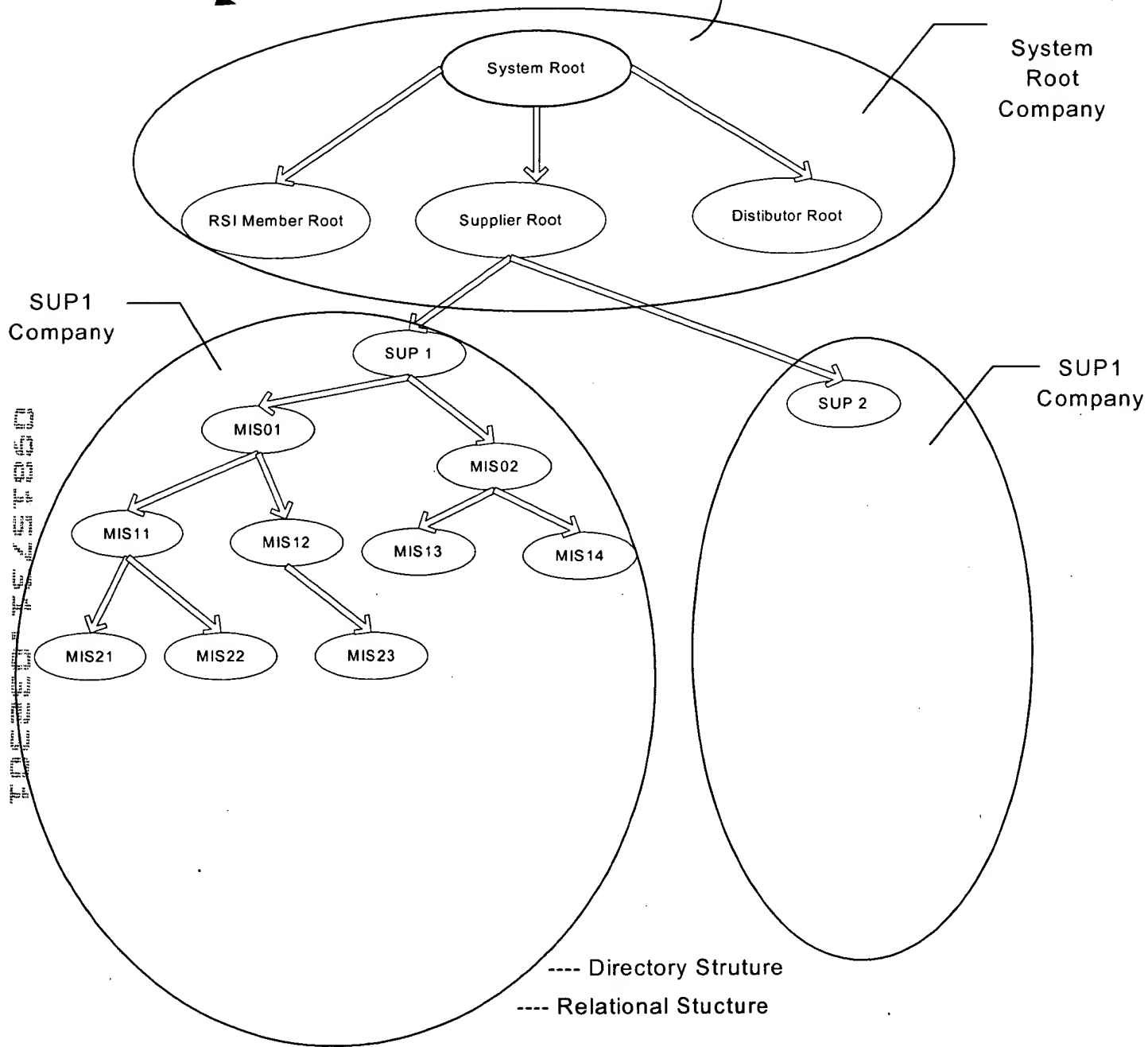
**Fig. 84**



**Fig. 85**

8600

8602



**Fig. 86**

## Group Hierarchy Management: Data Flow

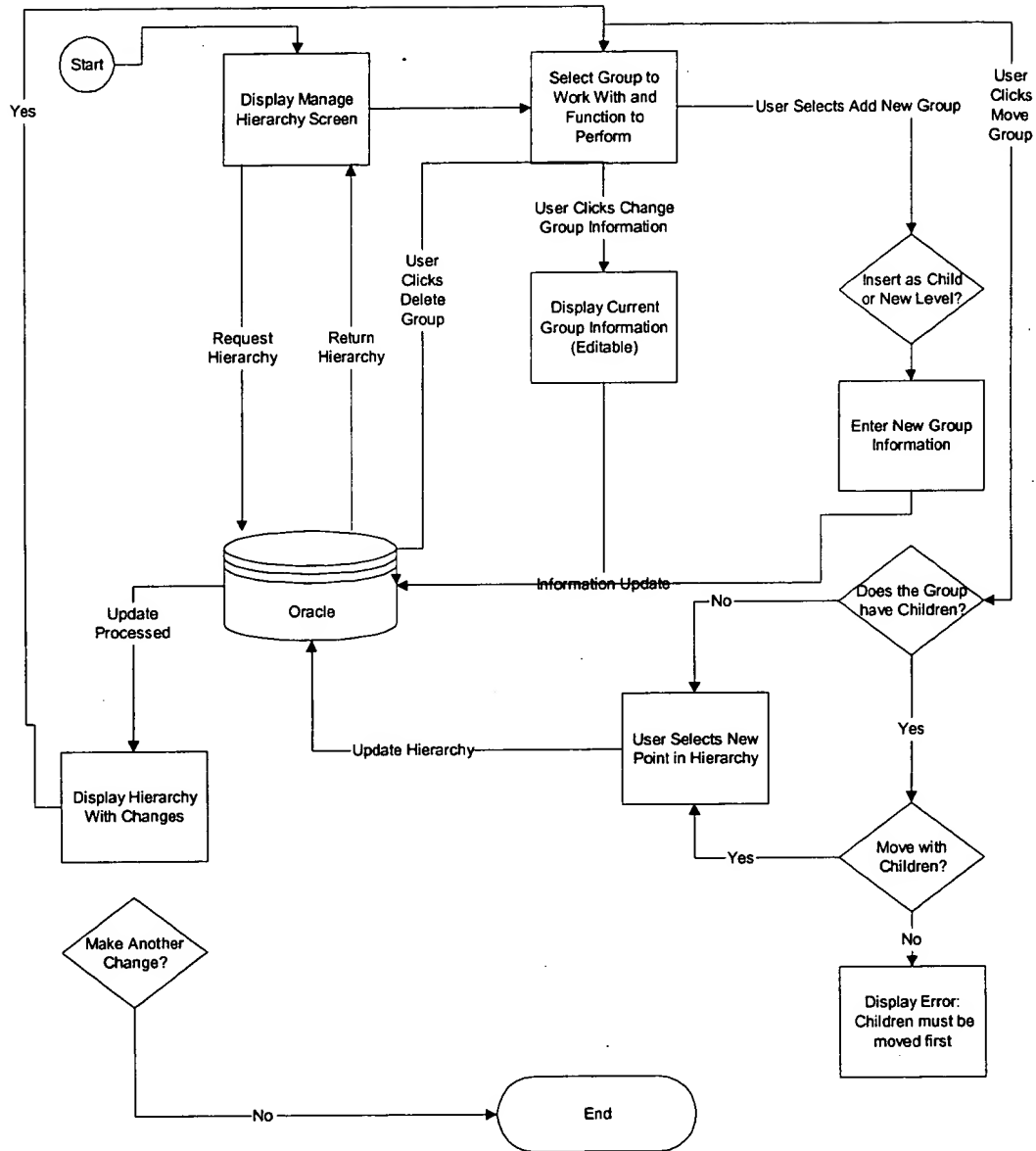


Fig. 87

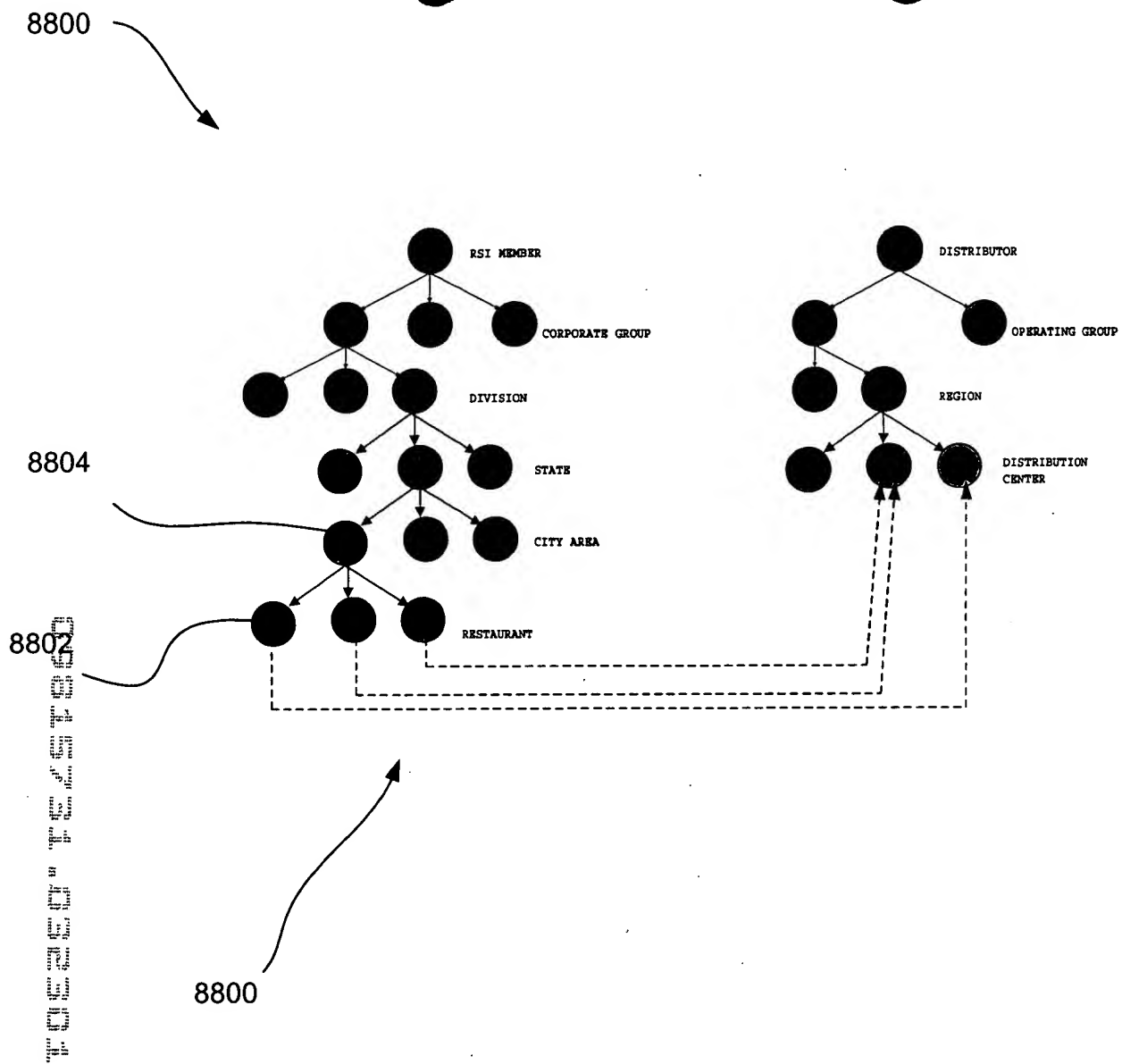


Fig. 88



8902

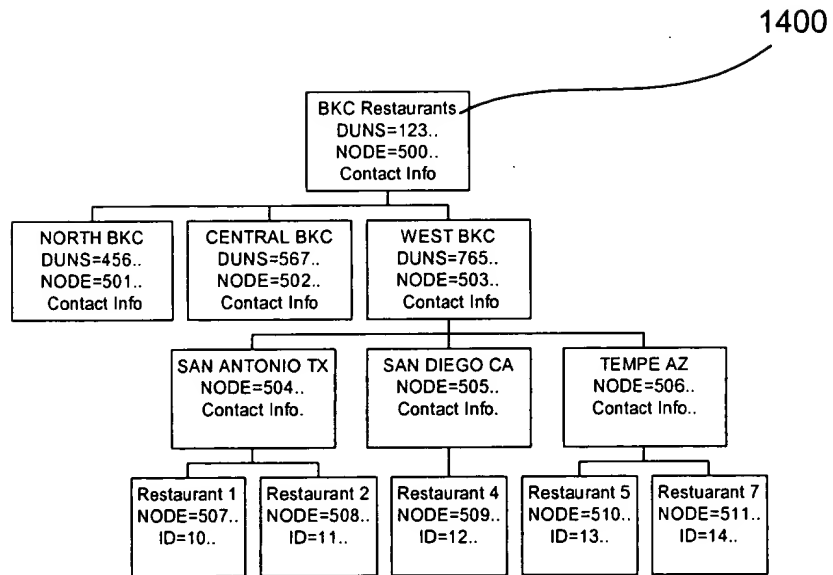


Fig. 89

9000

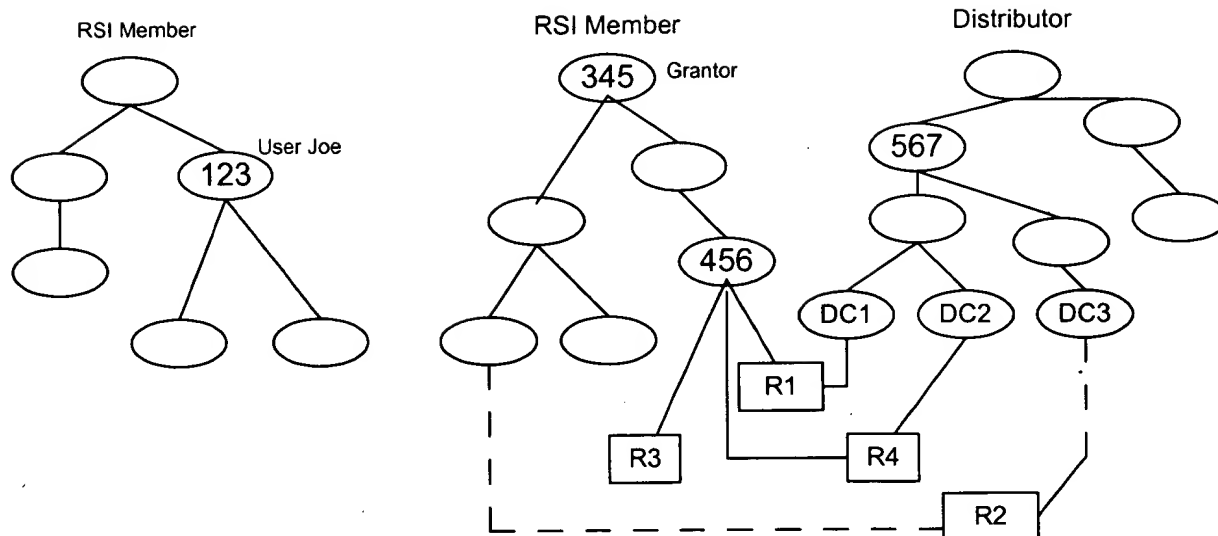


FIG. 90

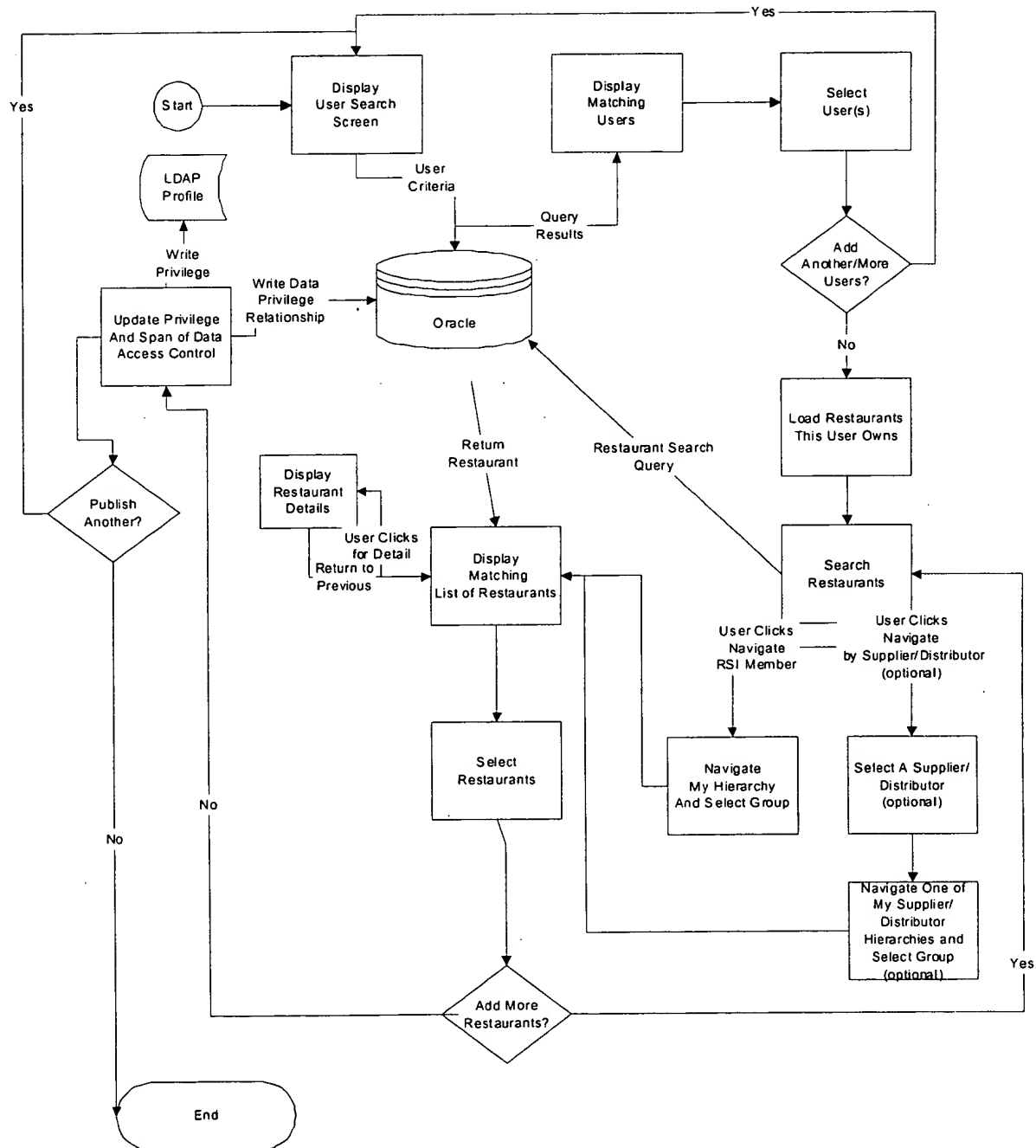
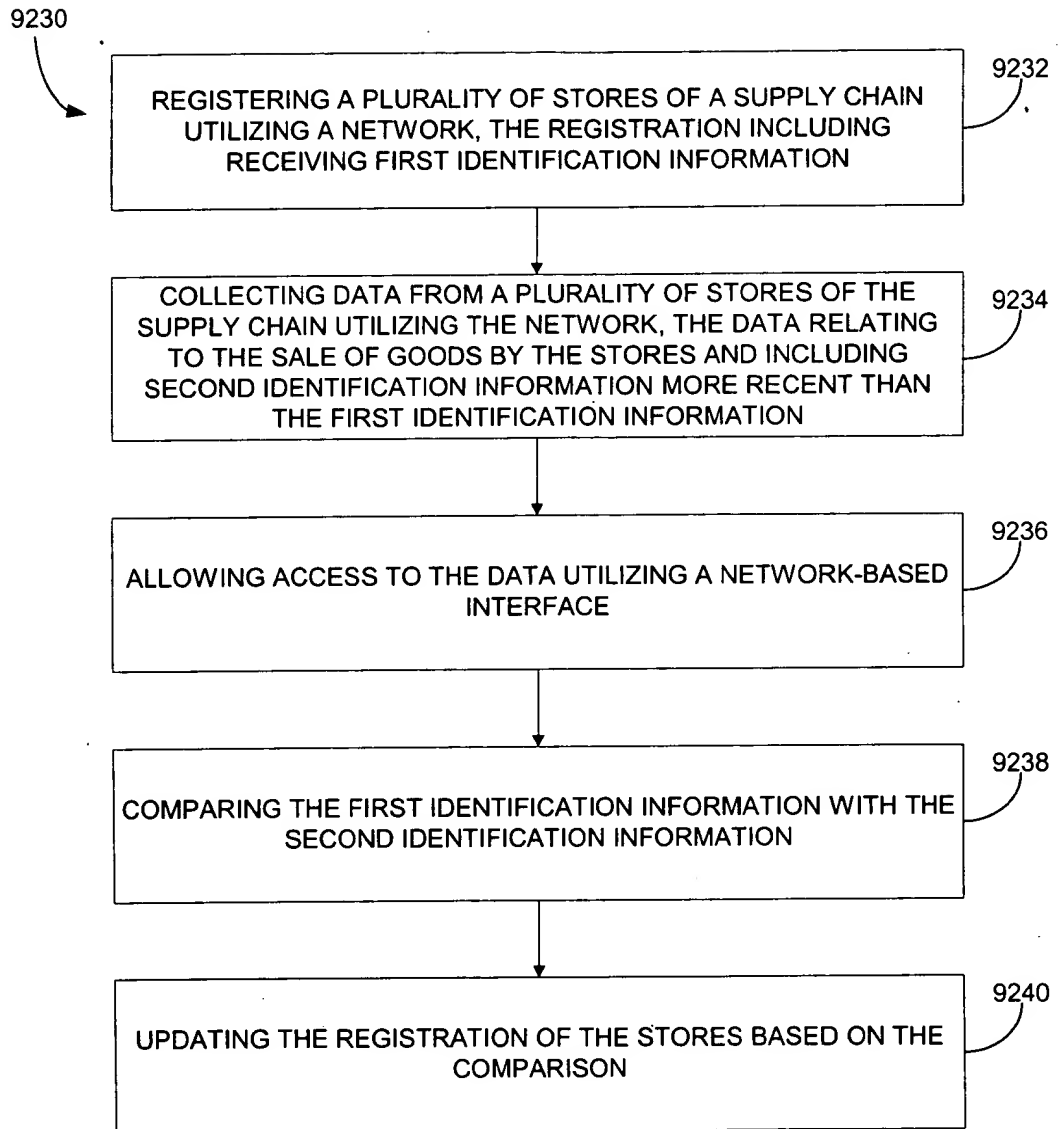
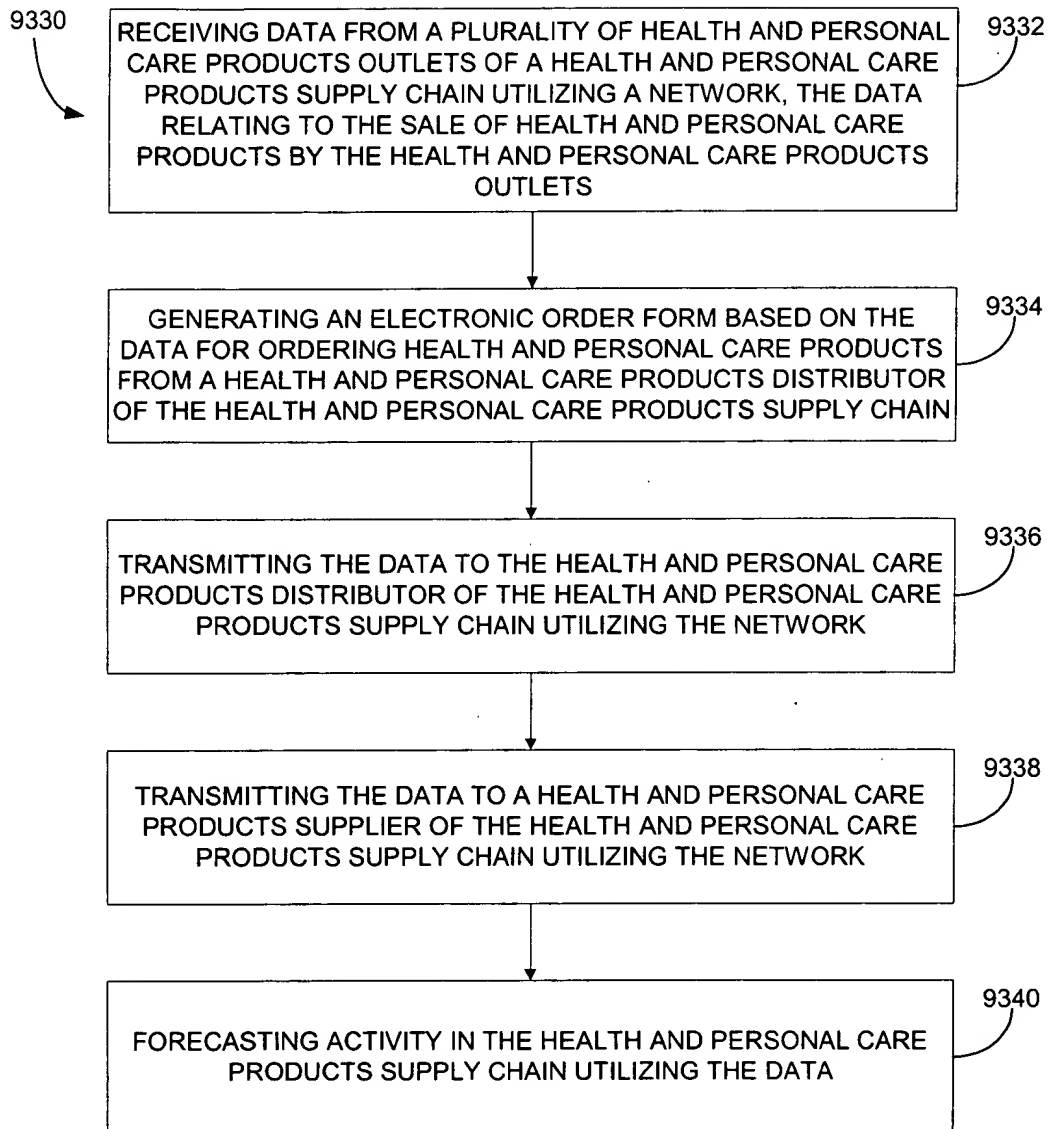


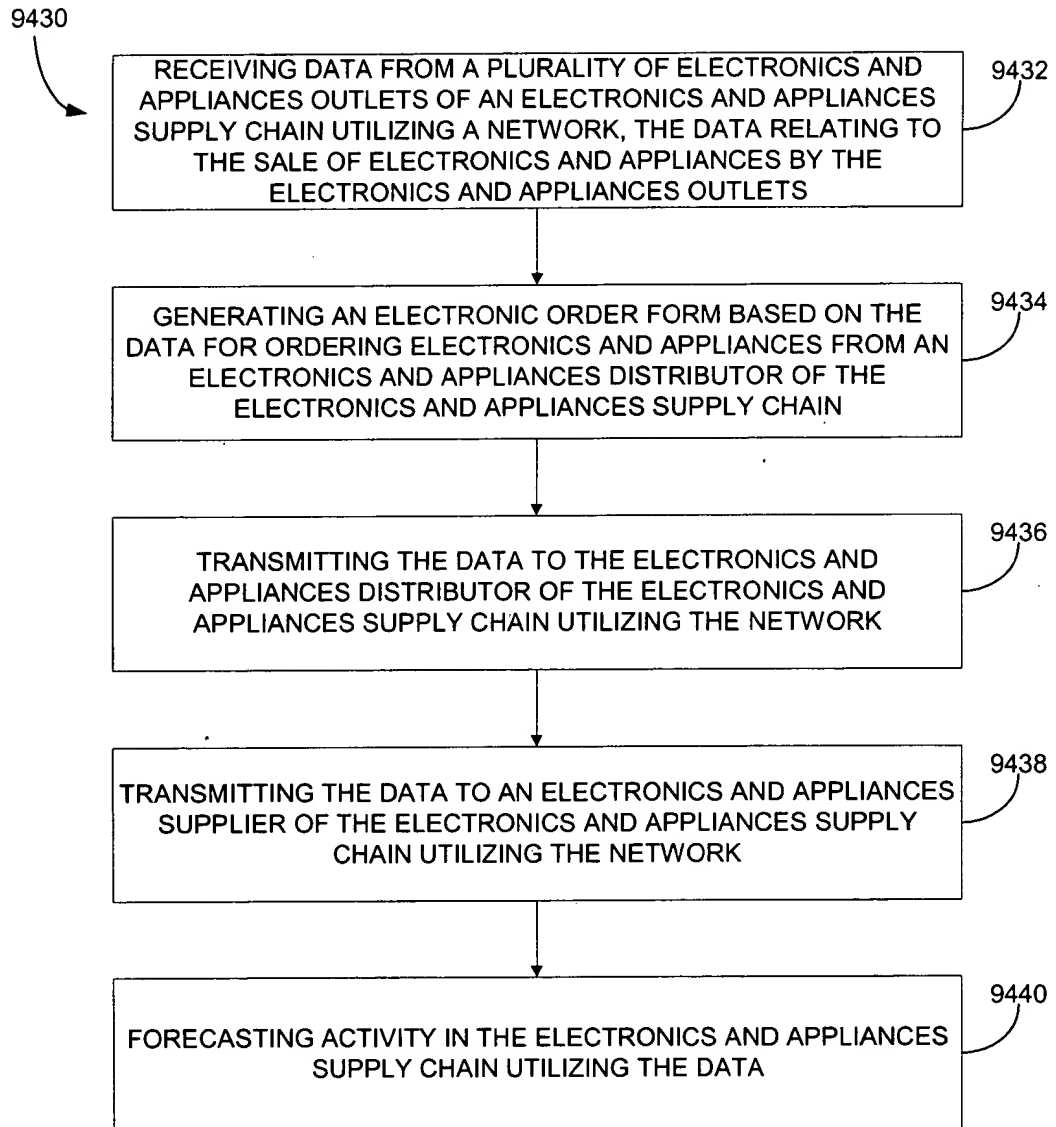
Fig. 91



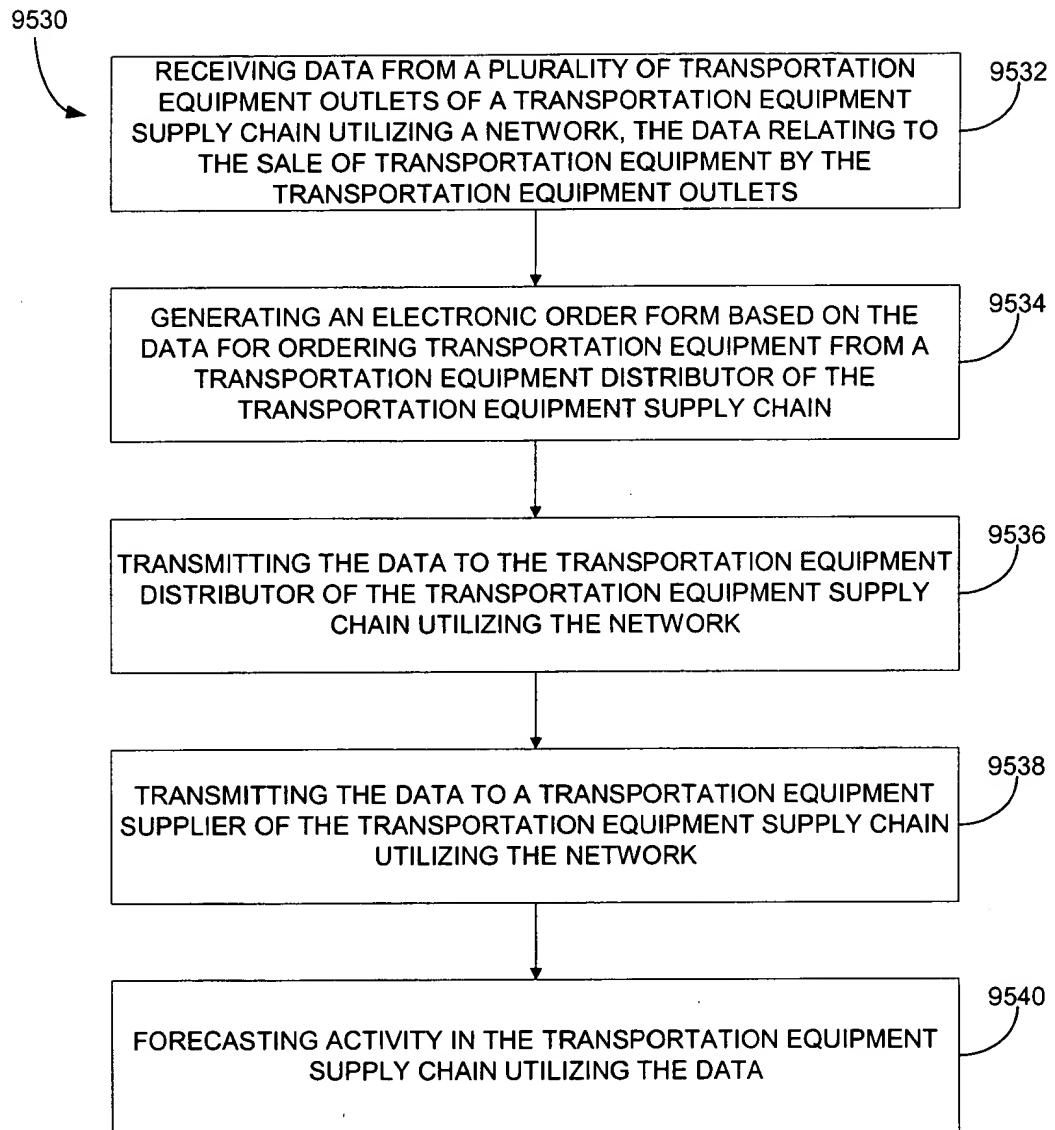
**FIG. 92**



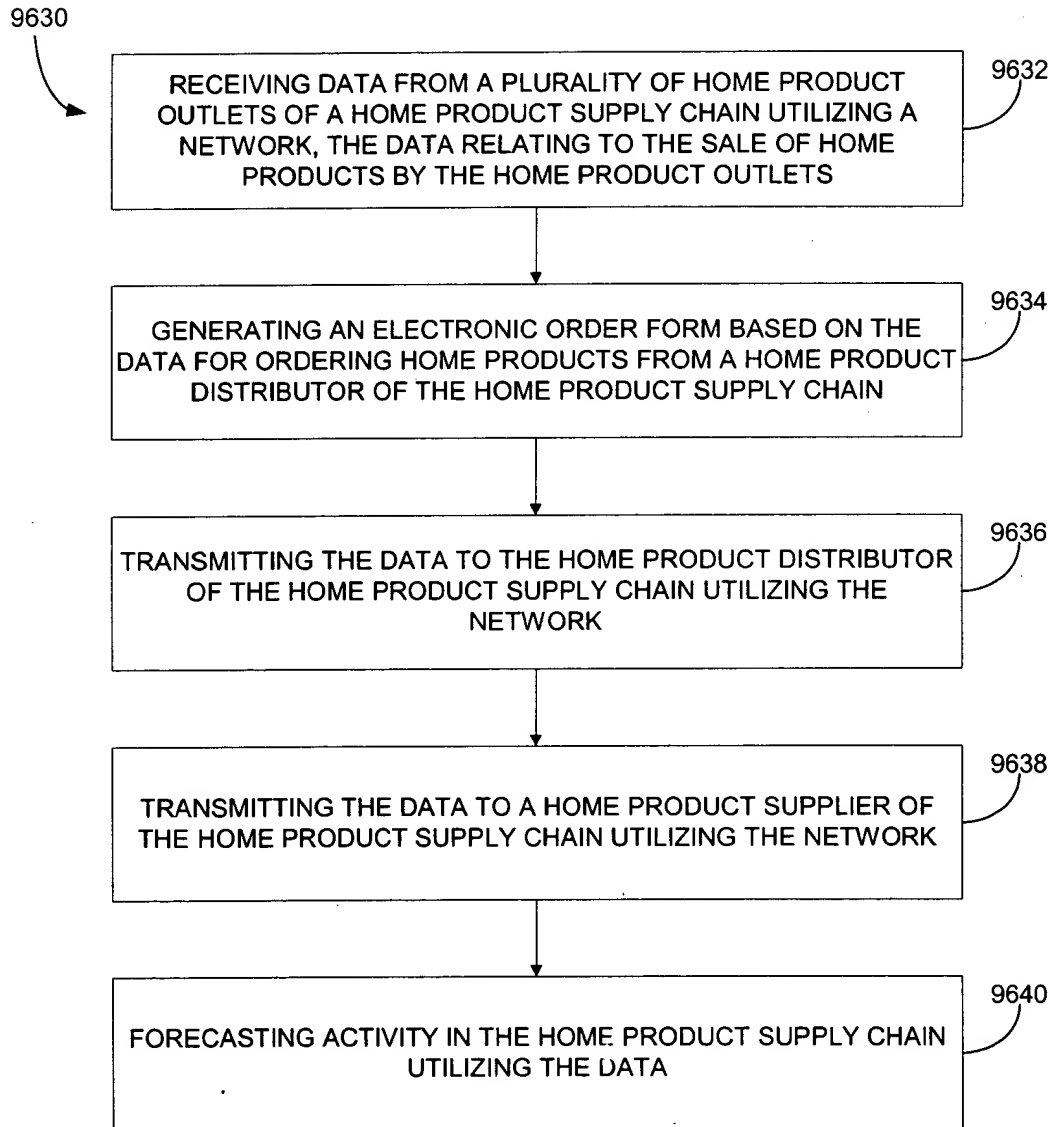
**FIG. 93**



**FIG. 94**

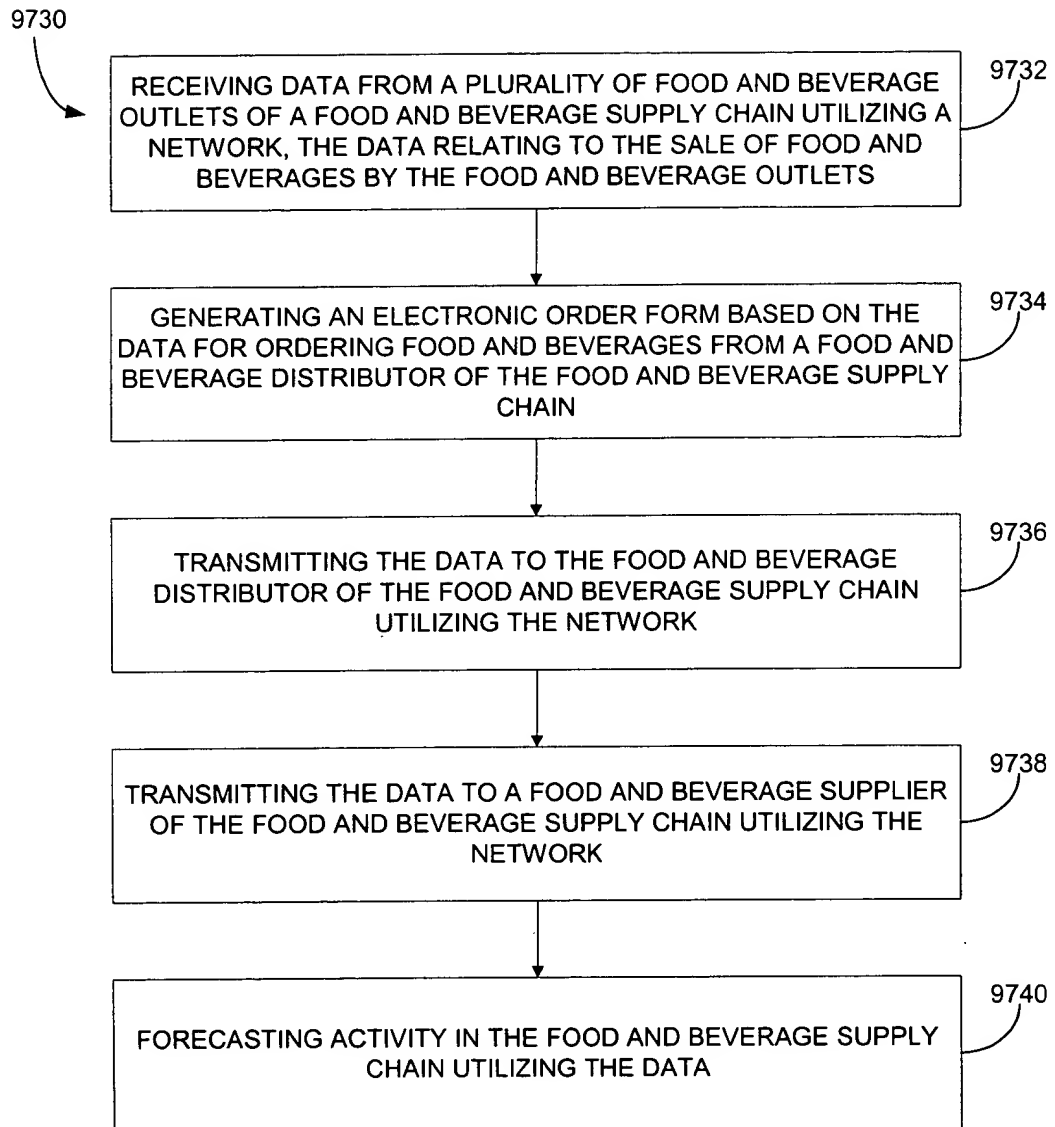


**FIG. 95**

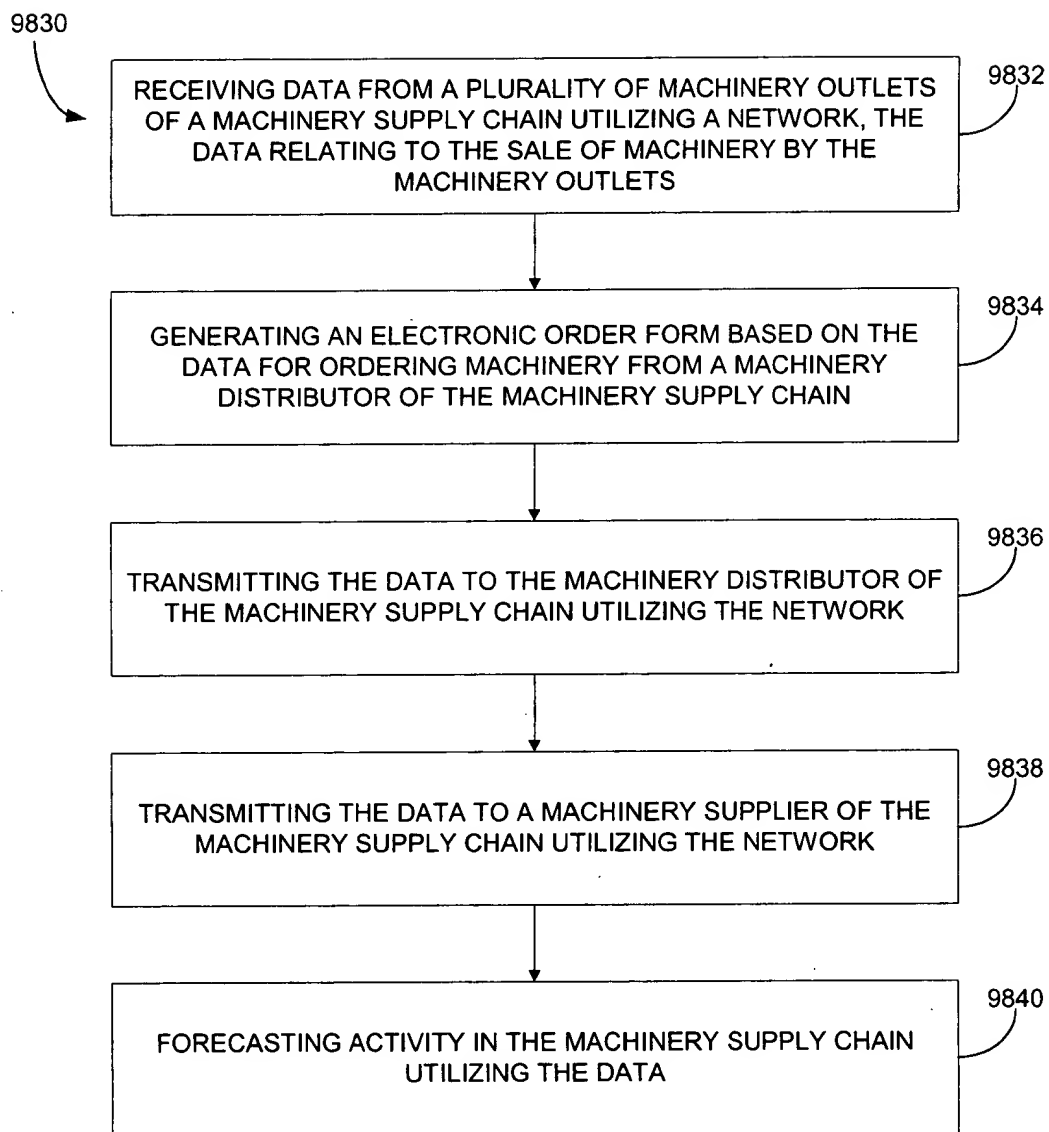


**FIG. 96**

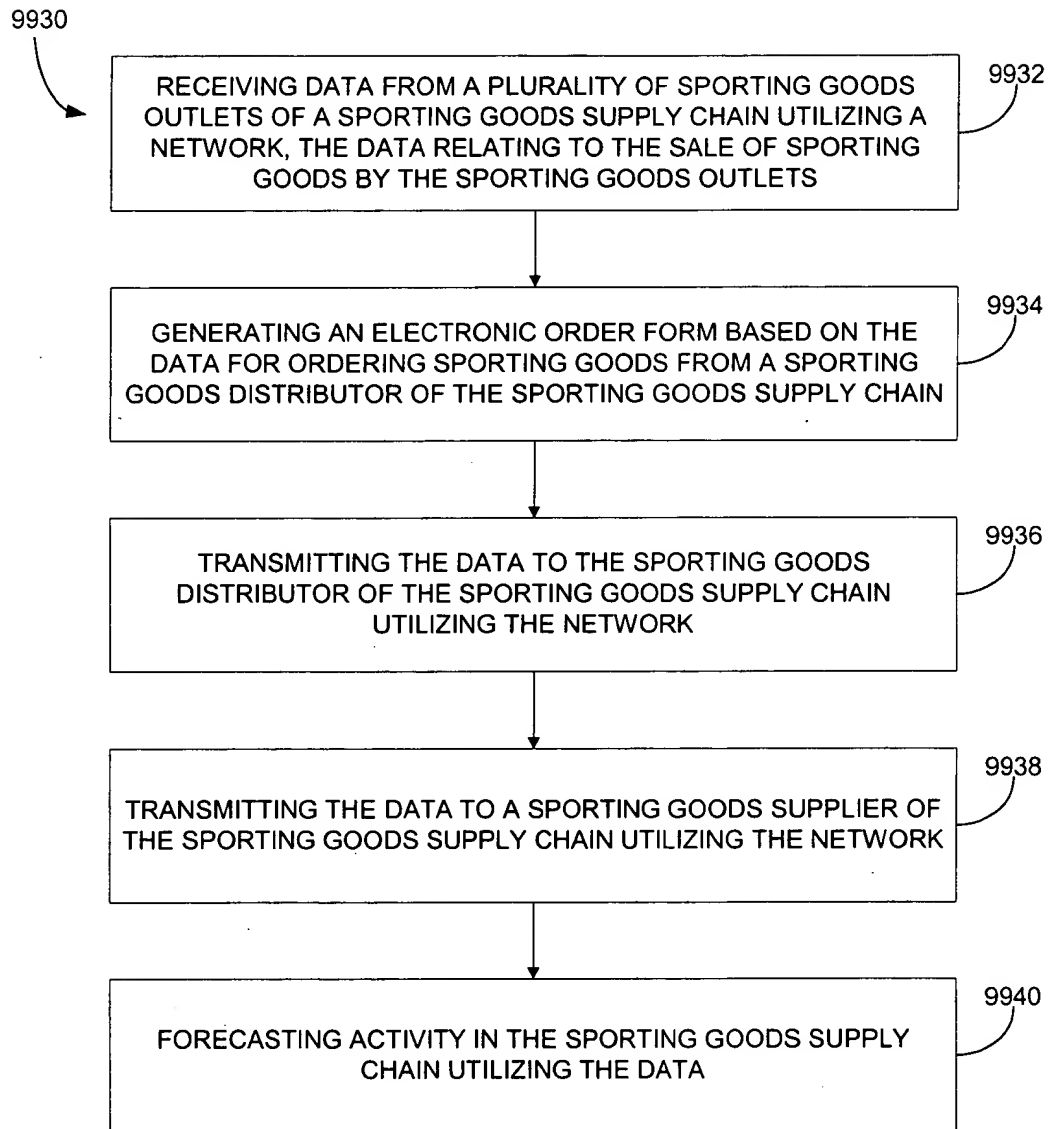




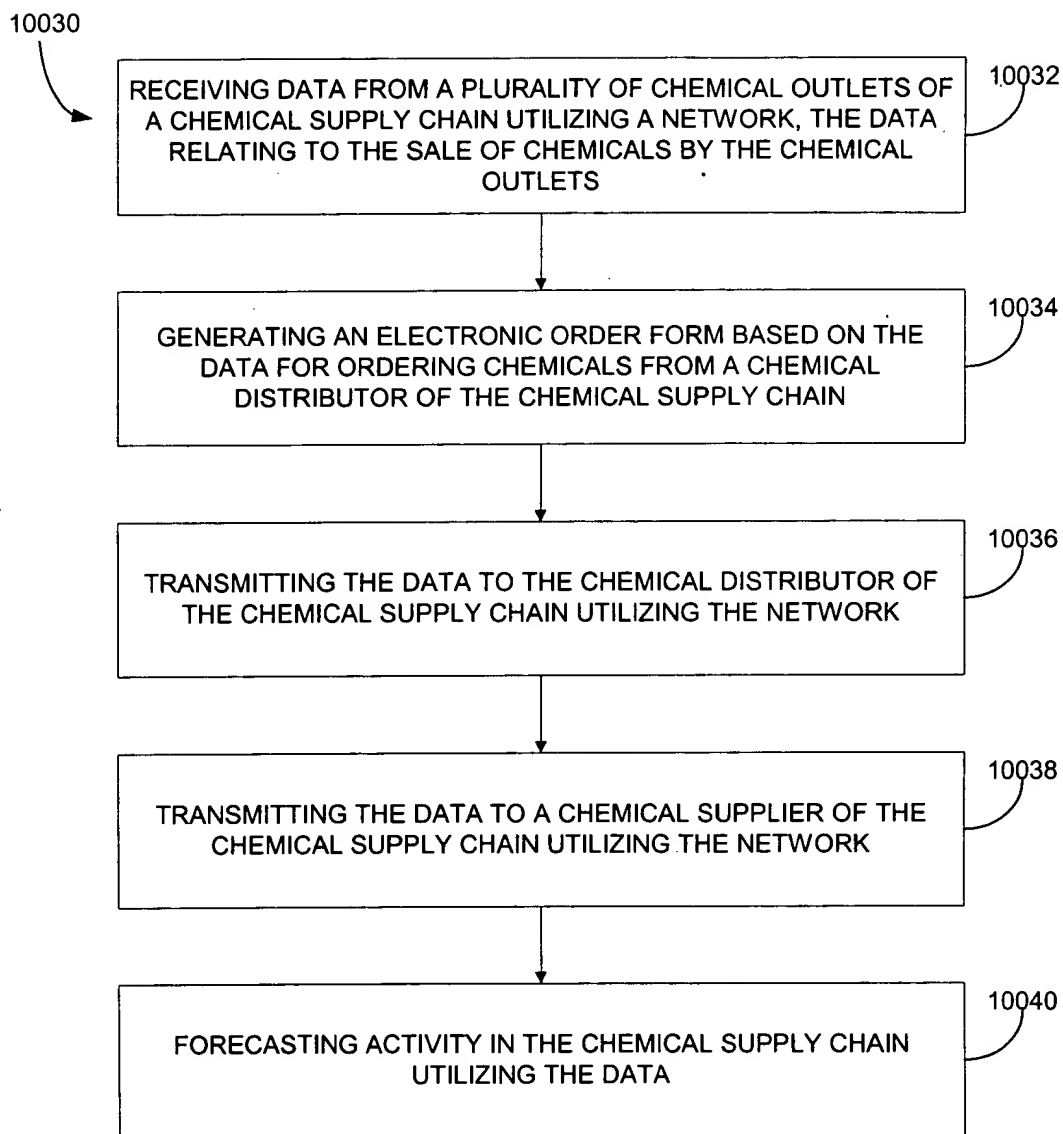
**FIG. 97**



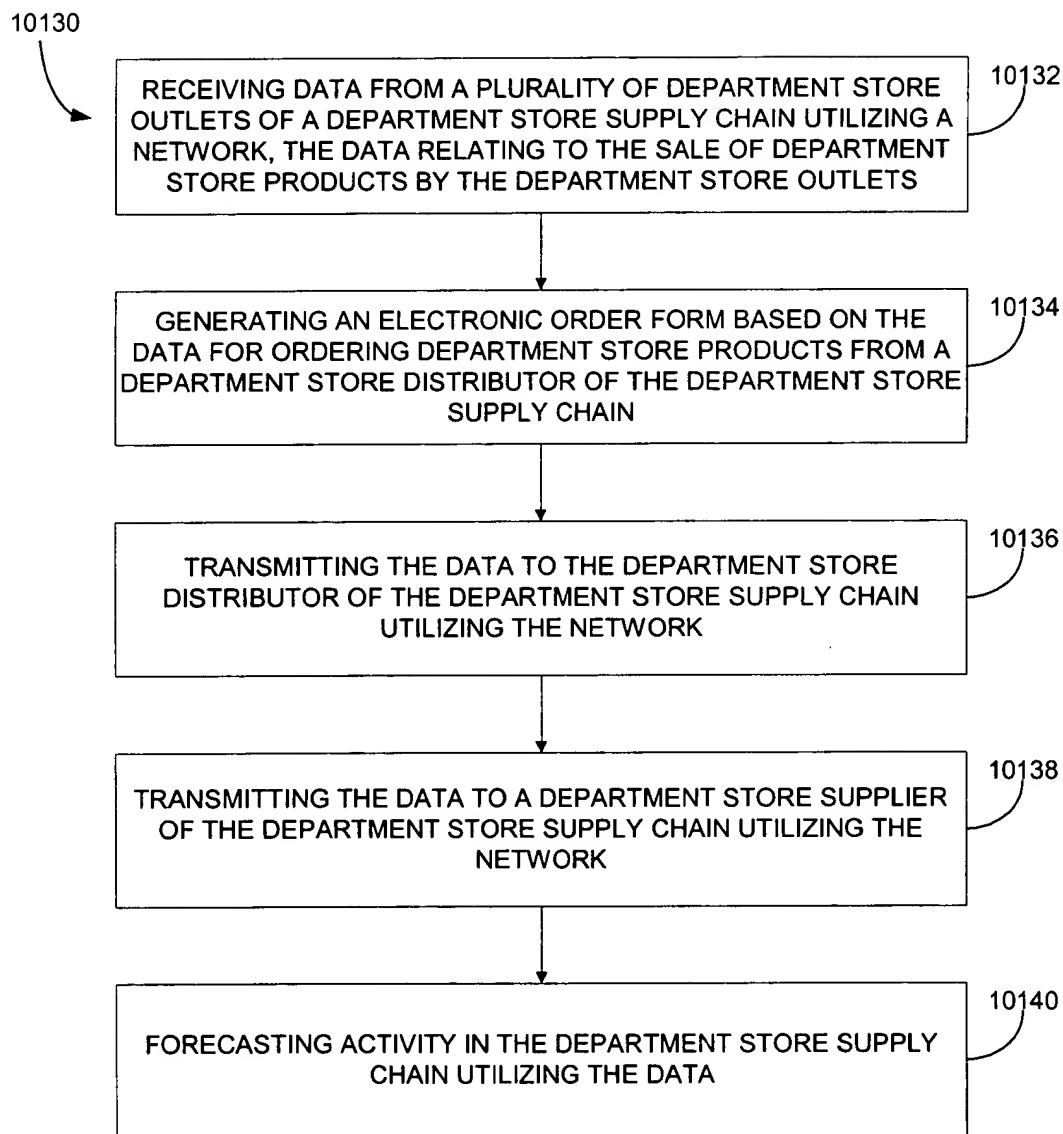
**FIG. 98**



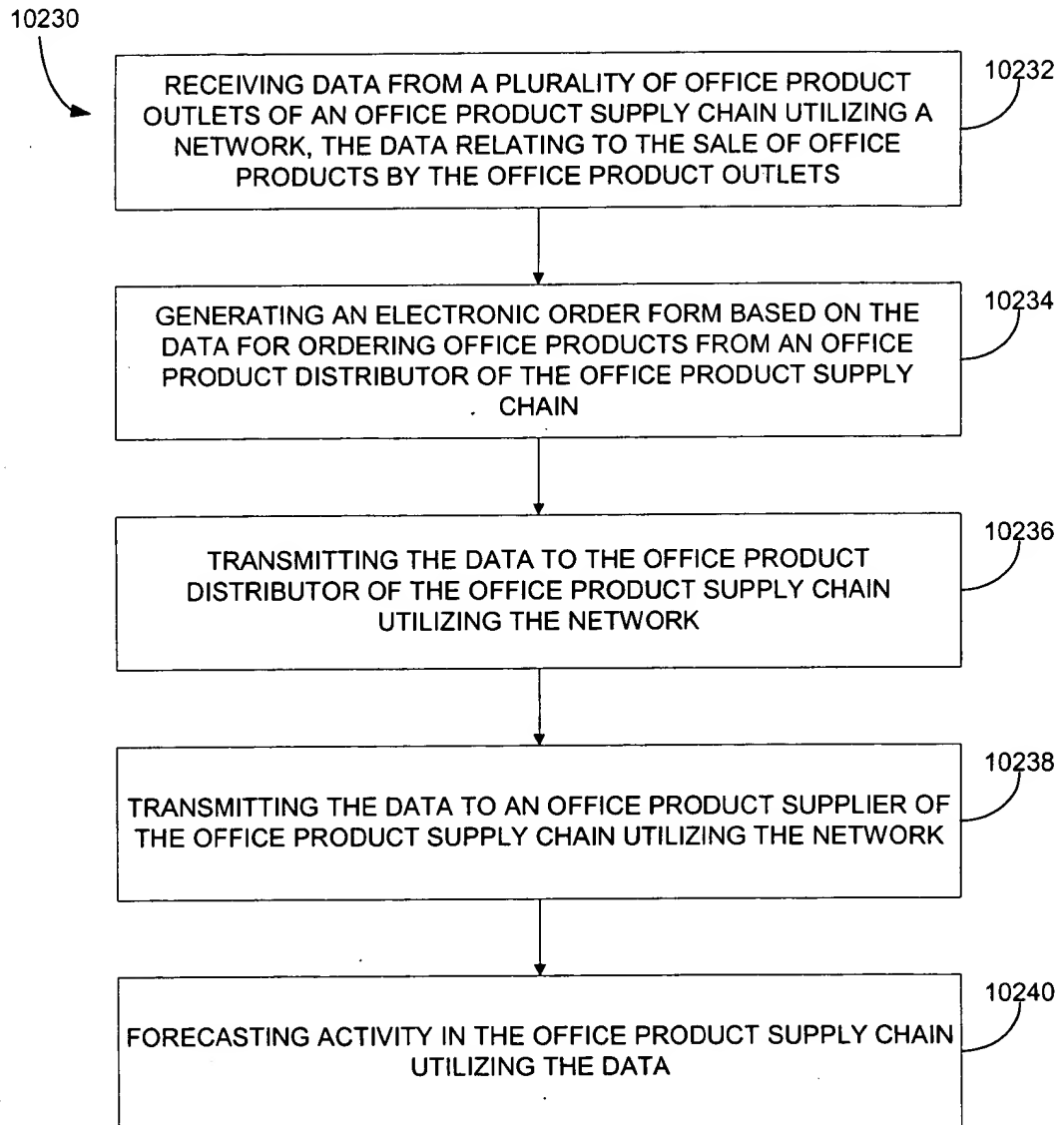
**FIG. 99**



**FIG. 100**

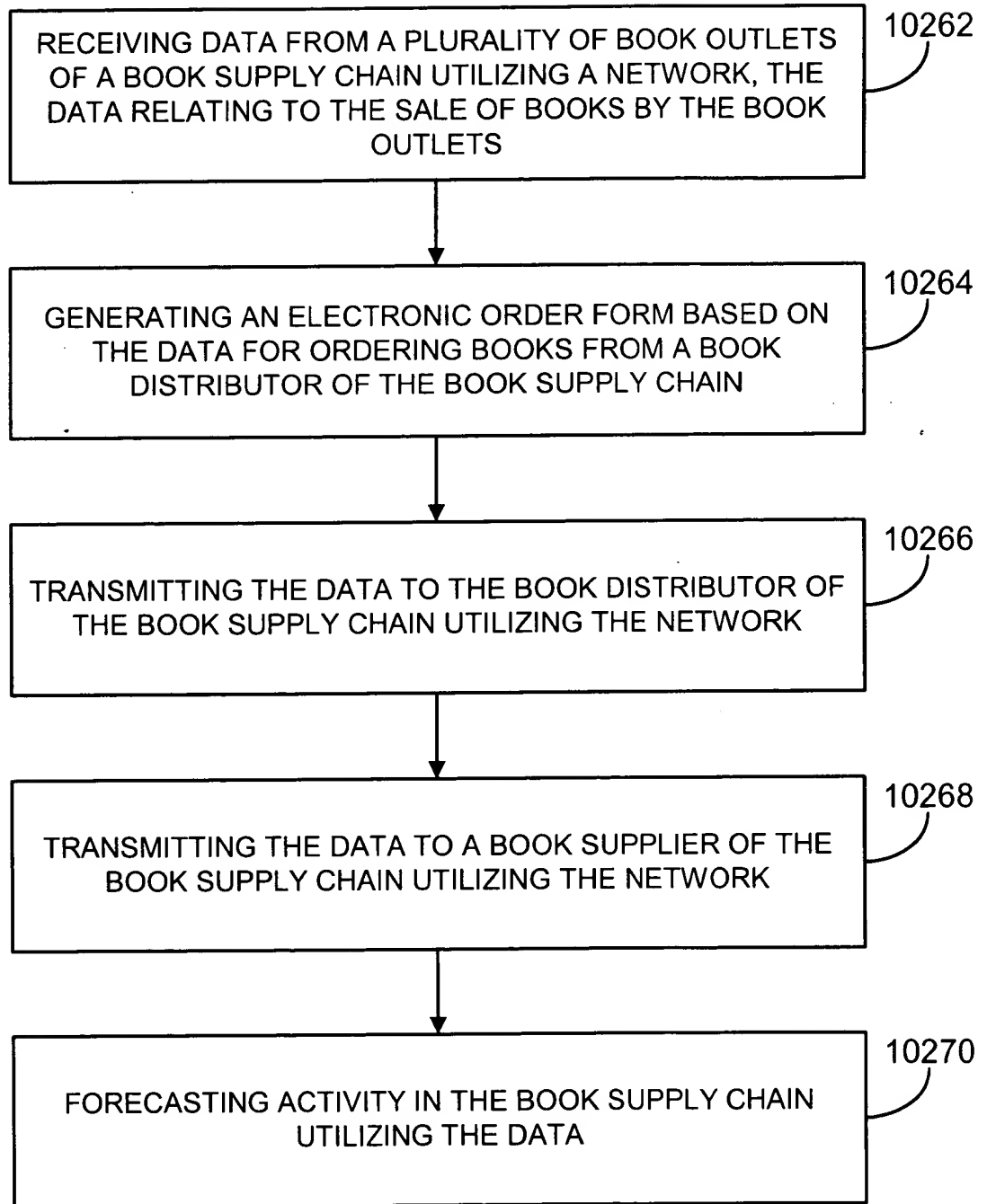


**FIG. 101**

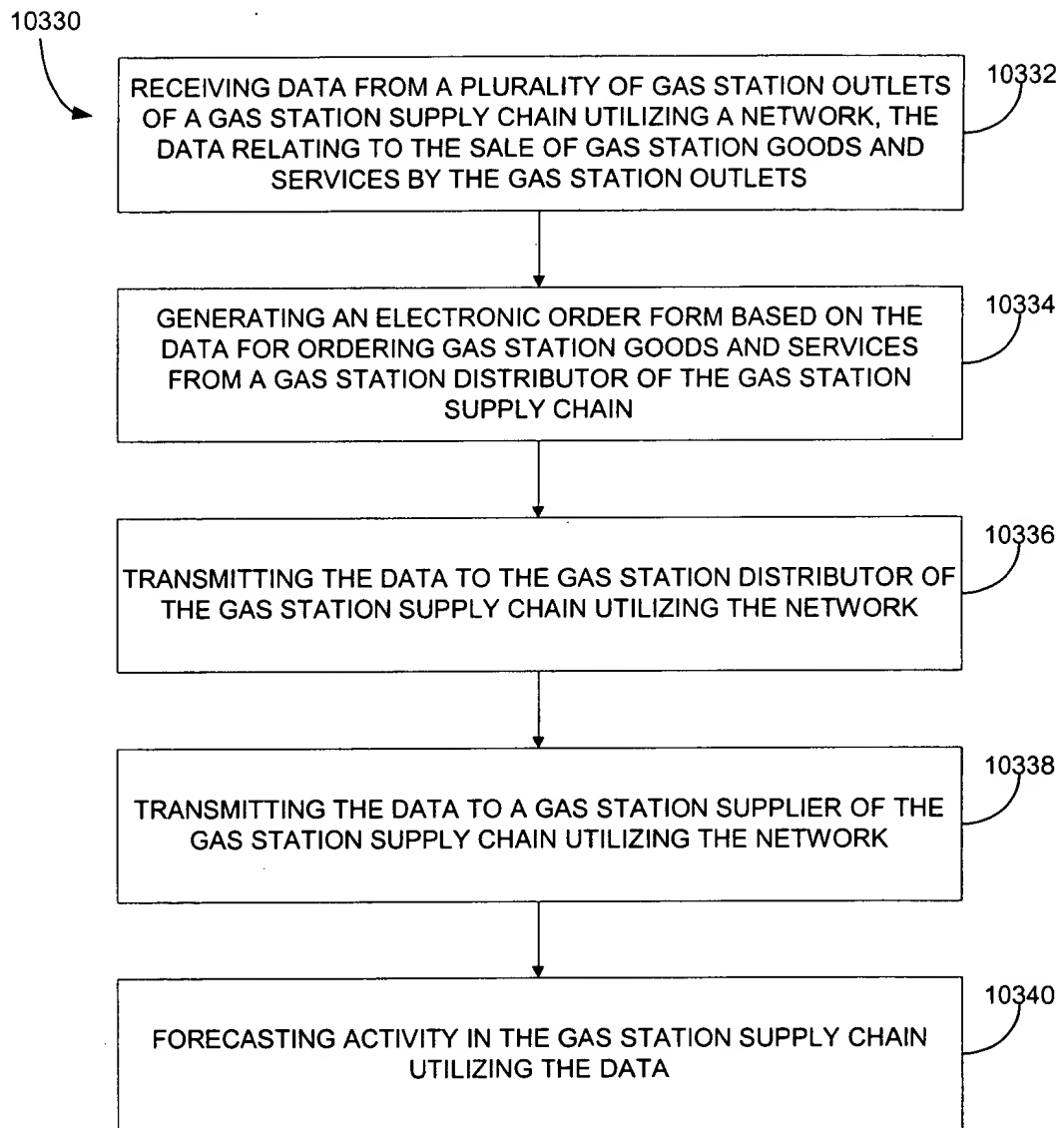


**FIG. 102A**

10260

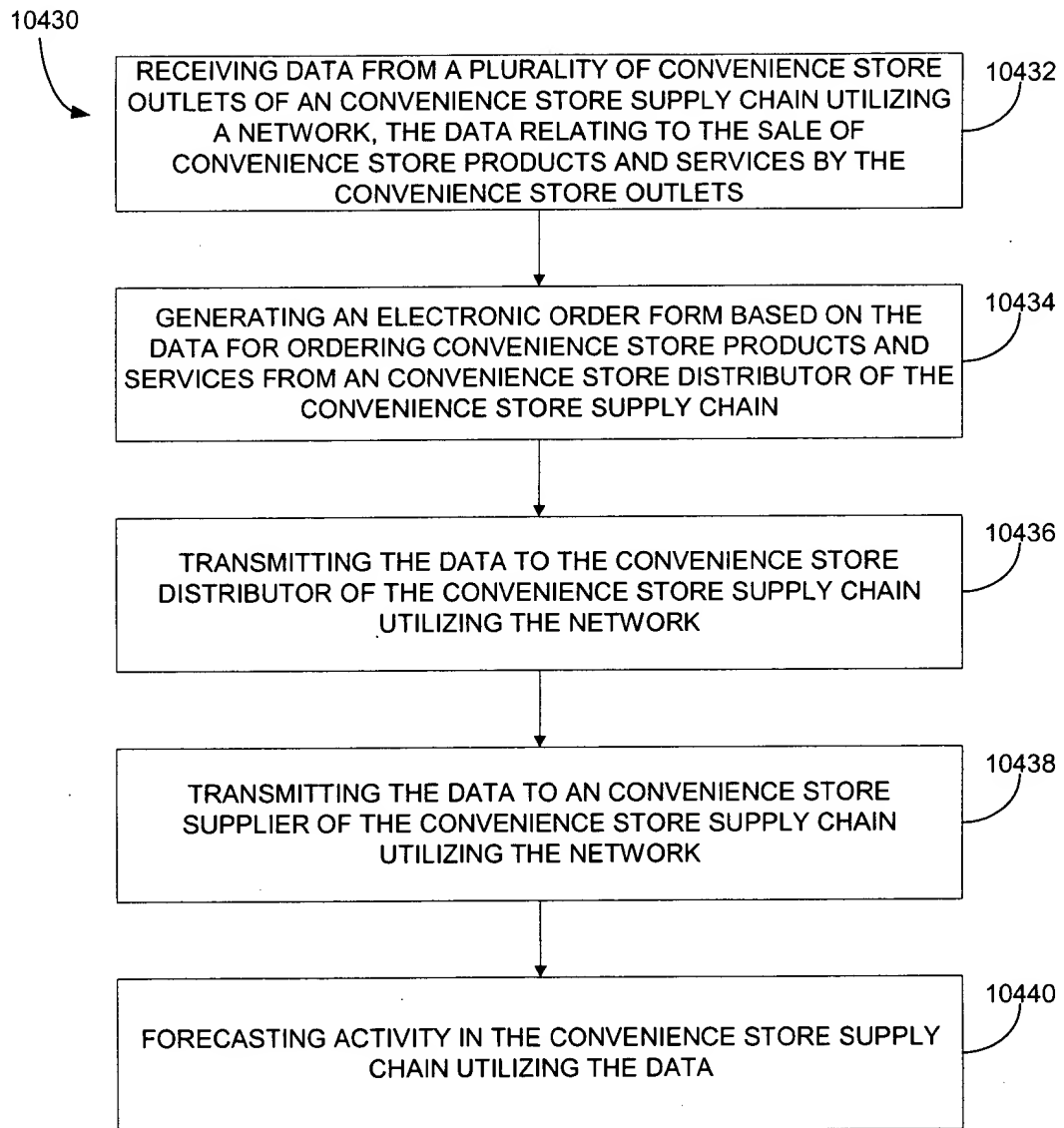


**FIG. 102B**



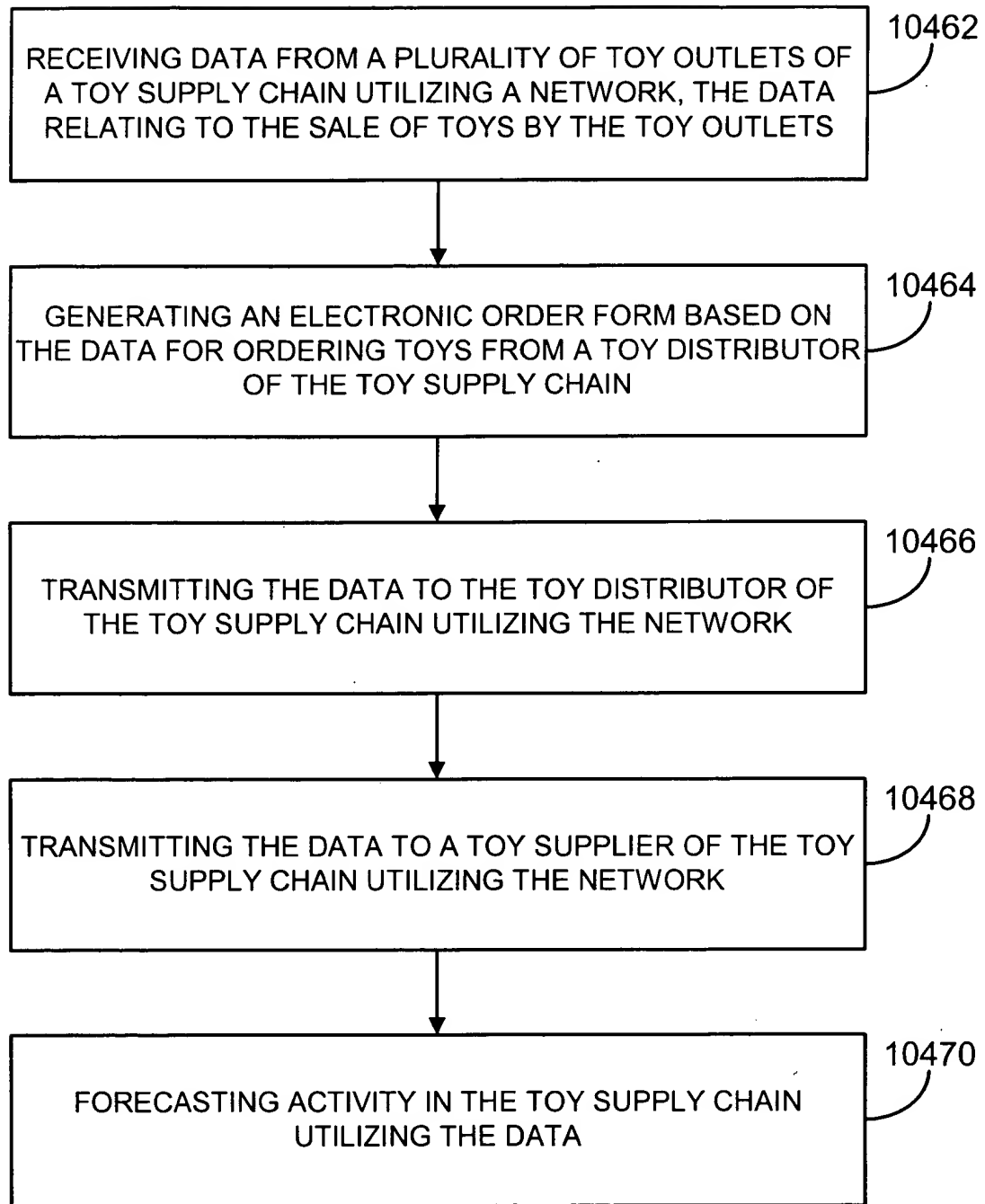
**FIG. 103**



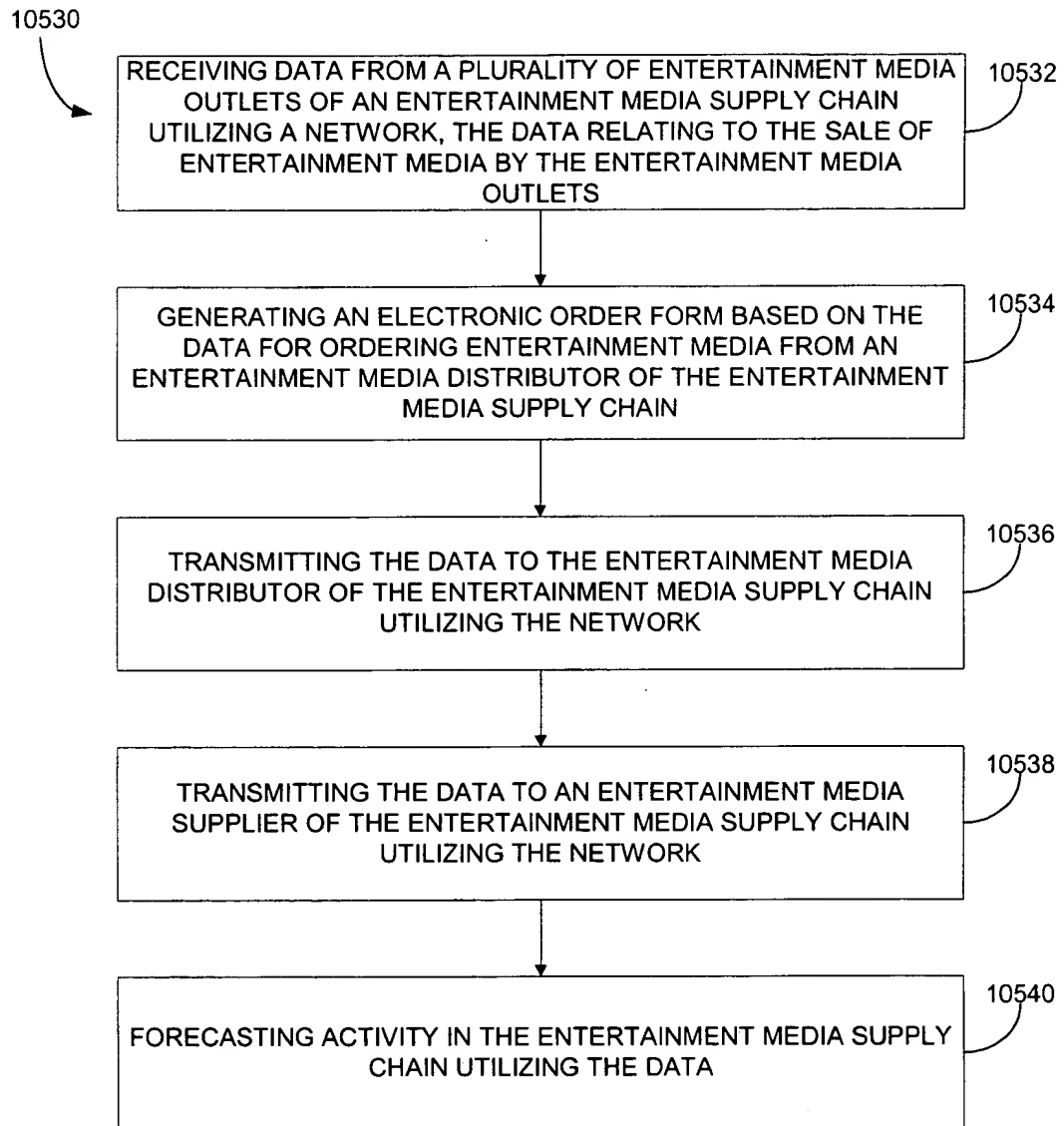


**FIG. 104A**

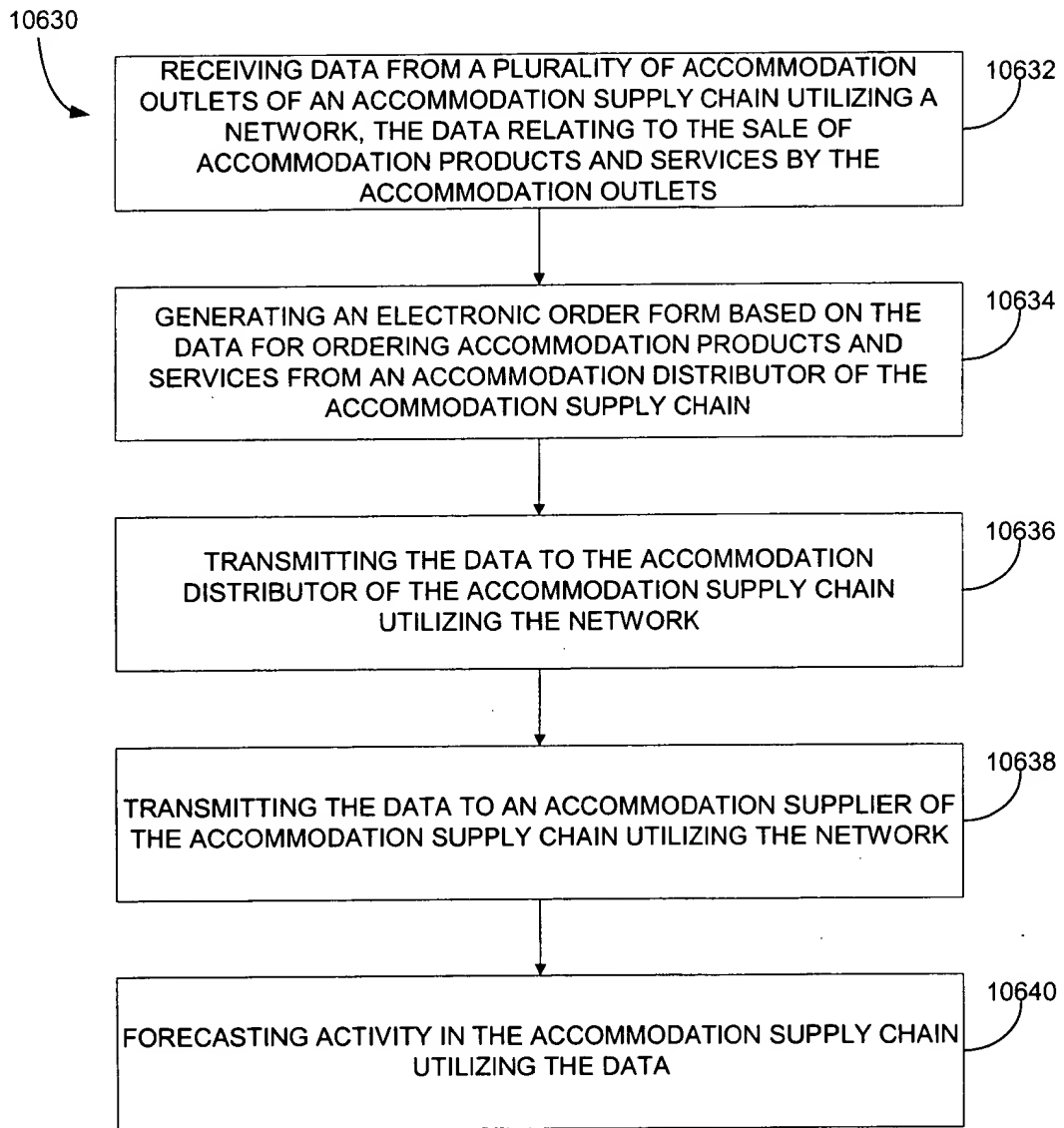
10460



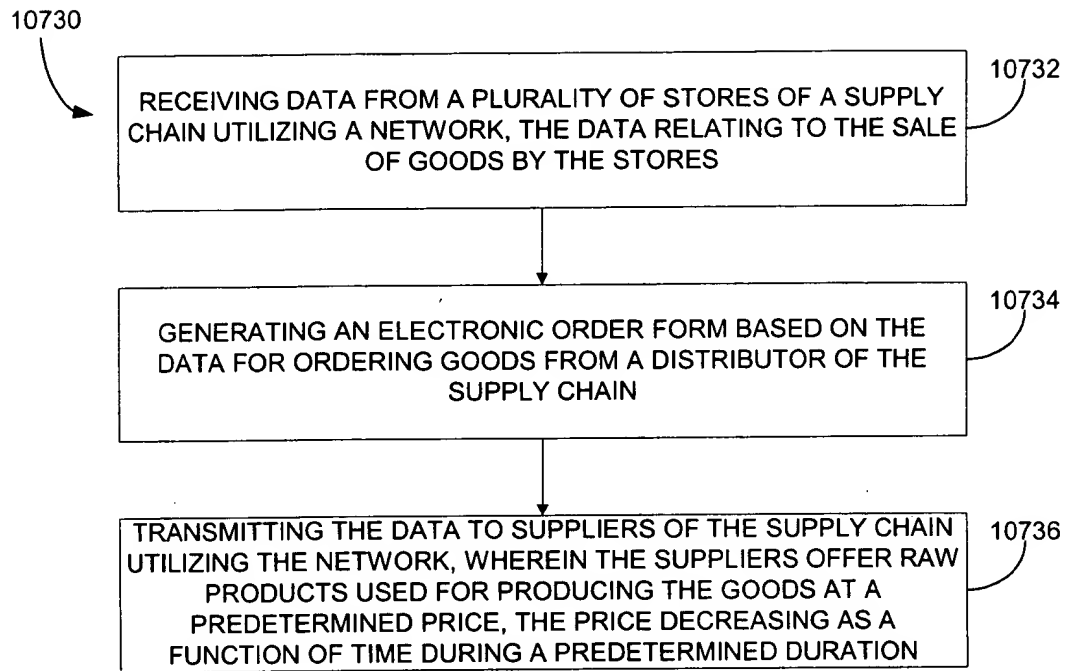
**FIG. 104B**



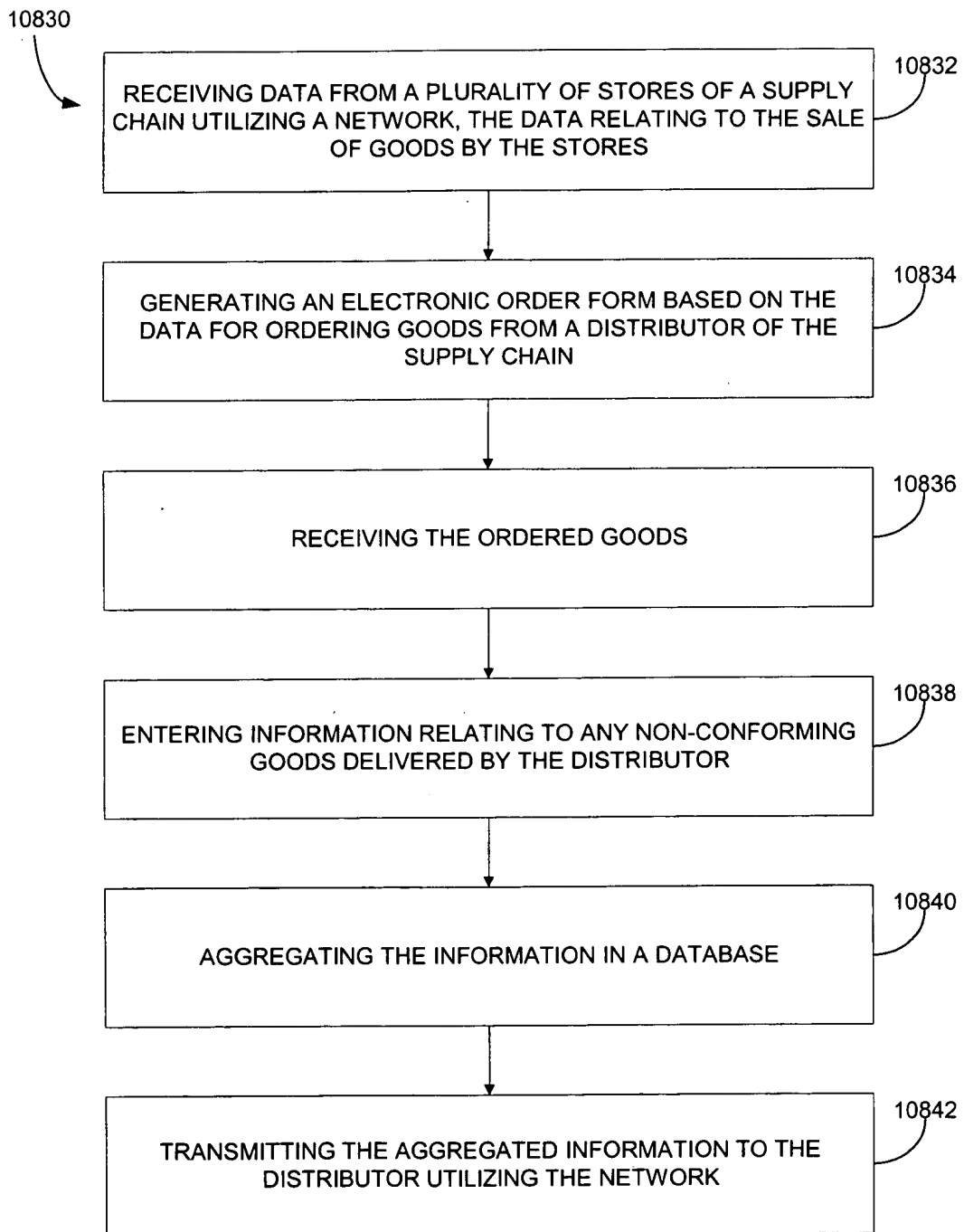
**FIG. 105**



**FIG. 106**

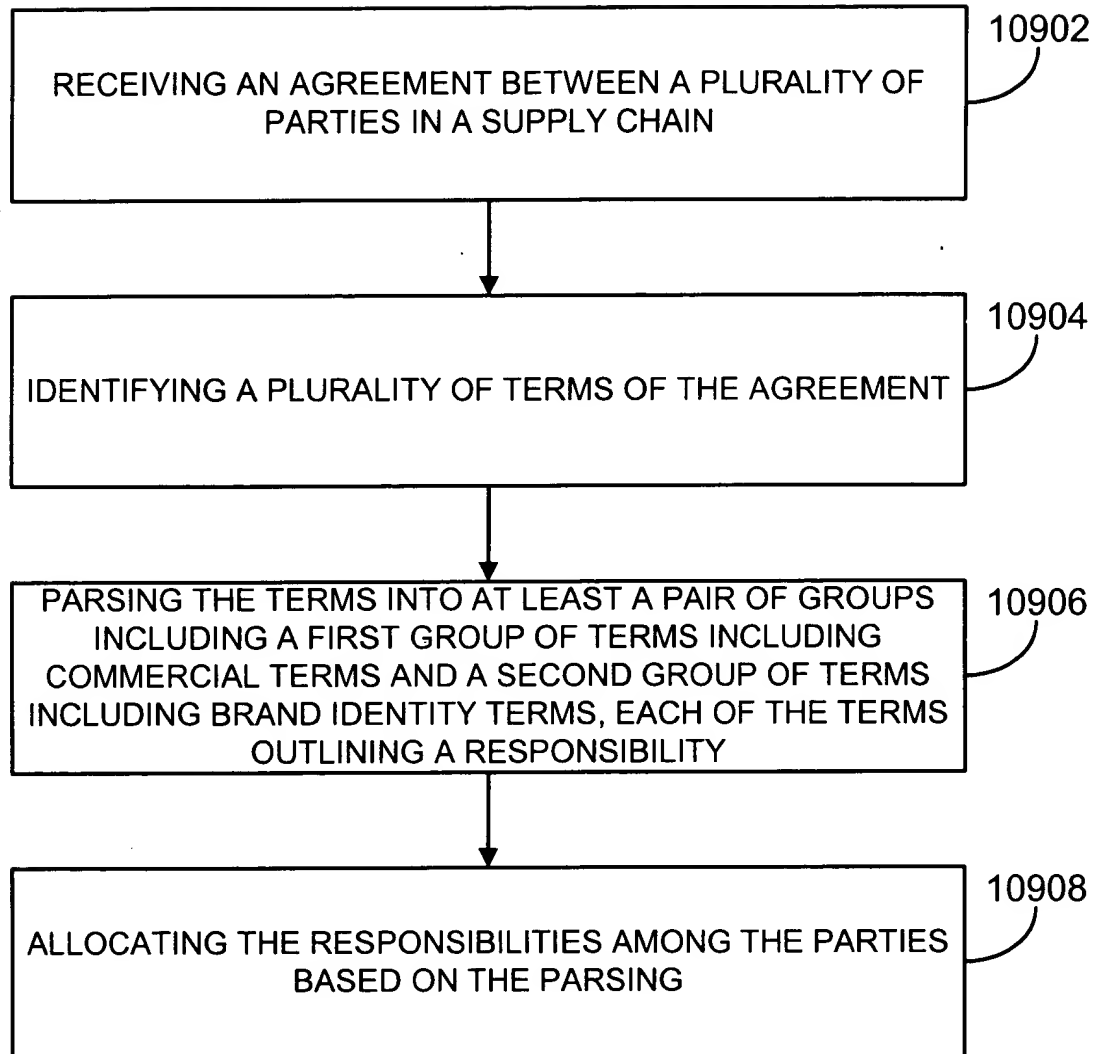


**FIG. 107**



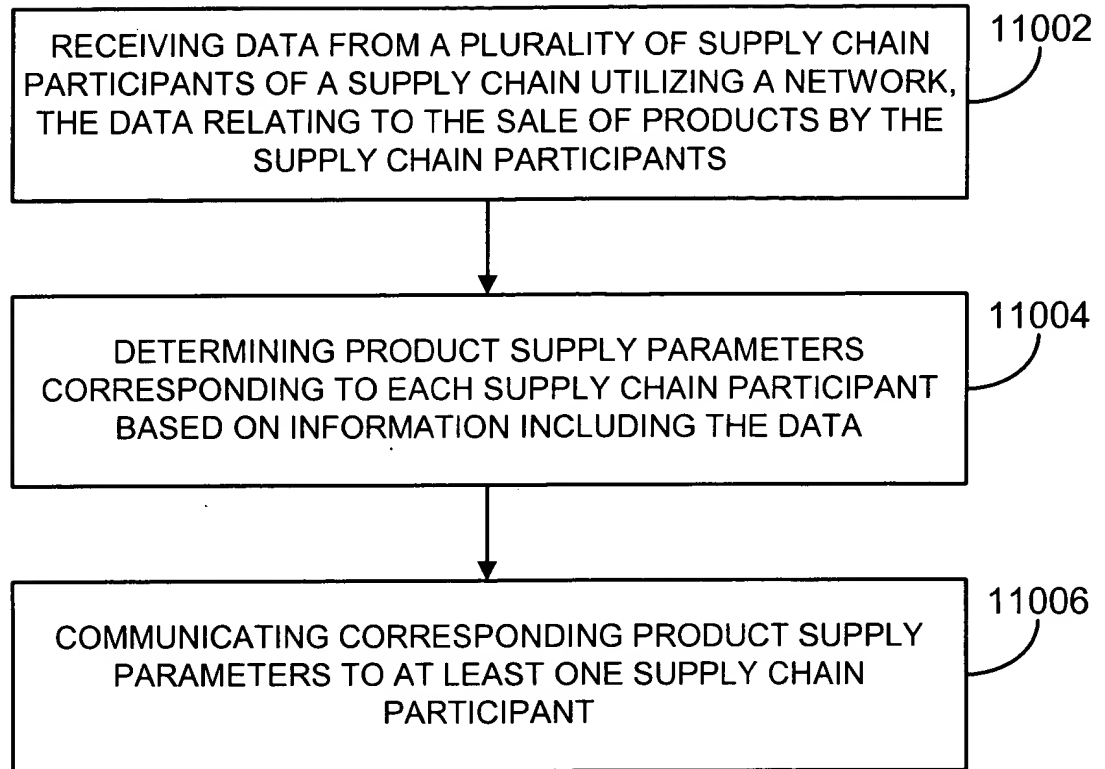
**FIG. 108**

10900



**FIG. 109**

11000



**FIG. 110**



11100



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102



DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

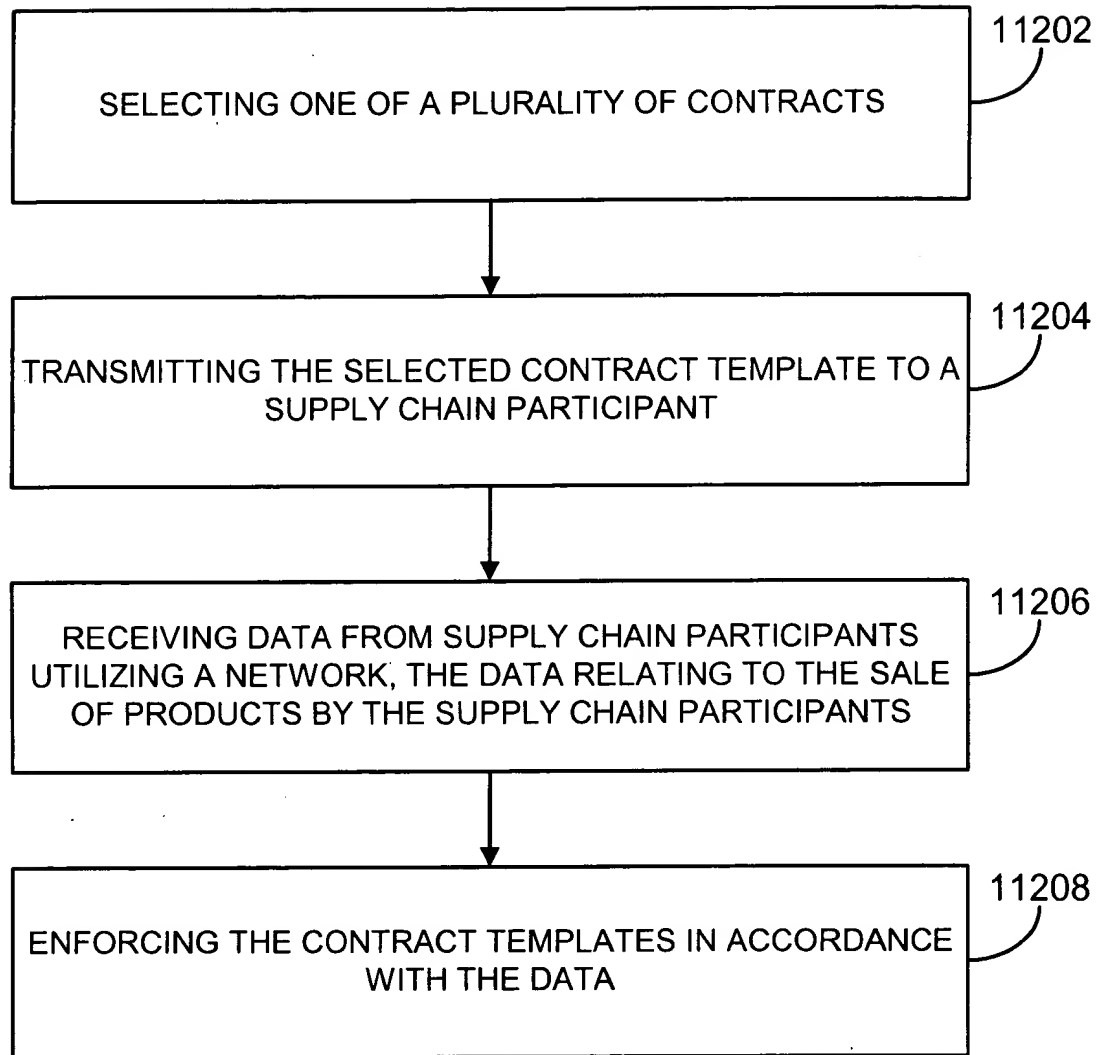


APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

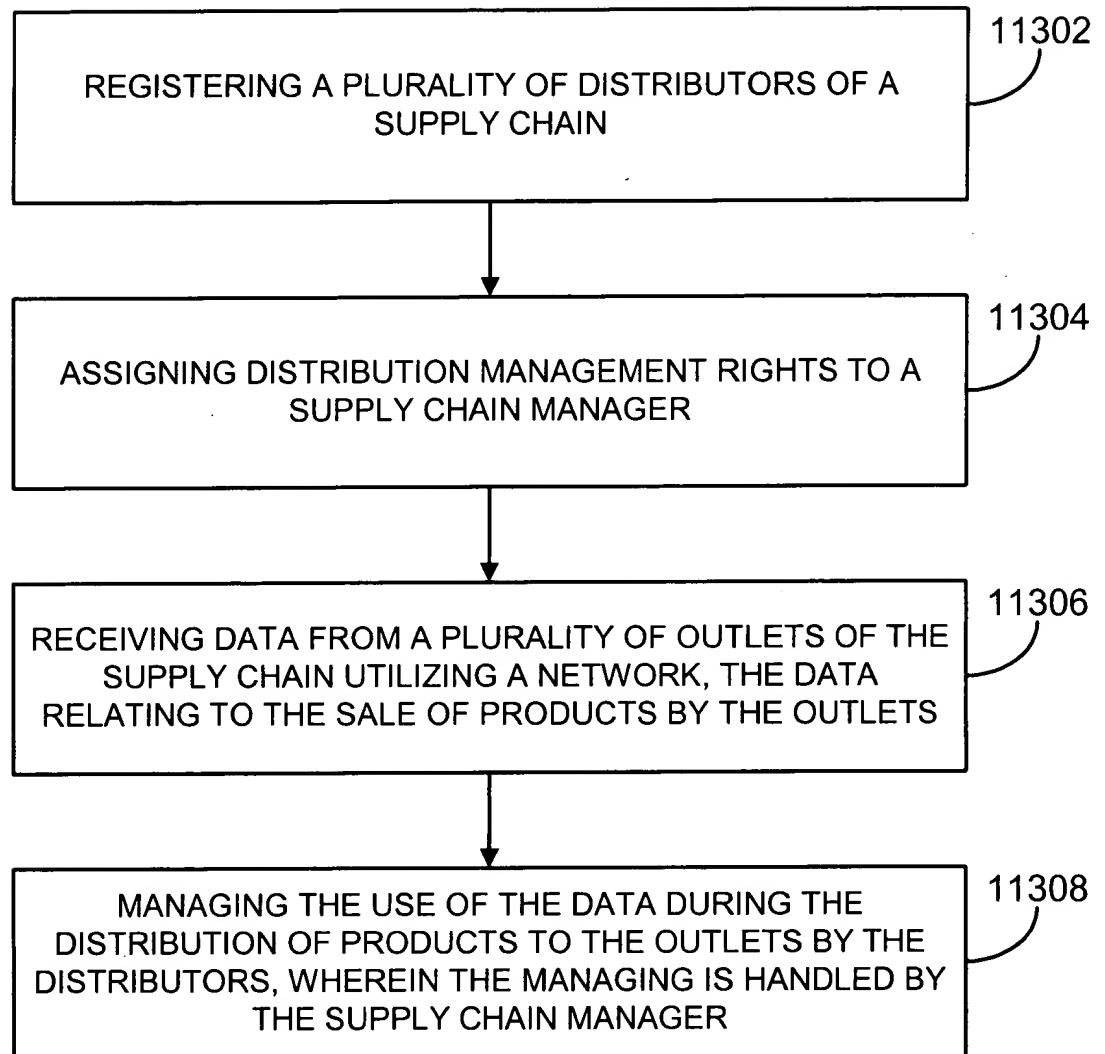
**FIG. 111**

11200



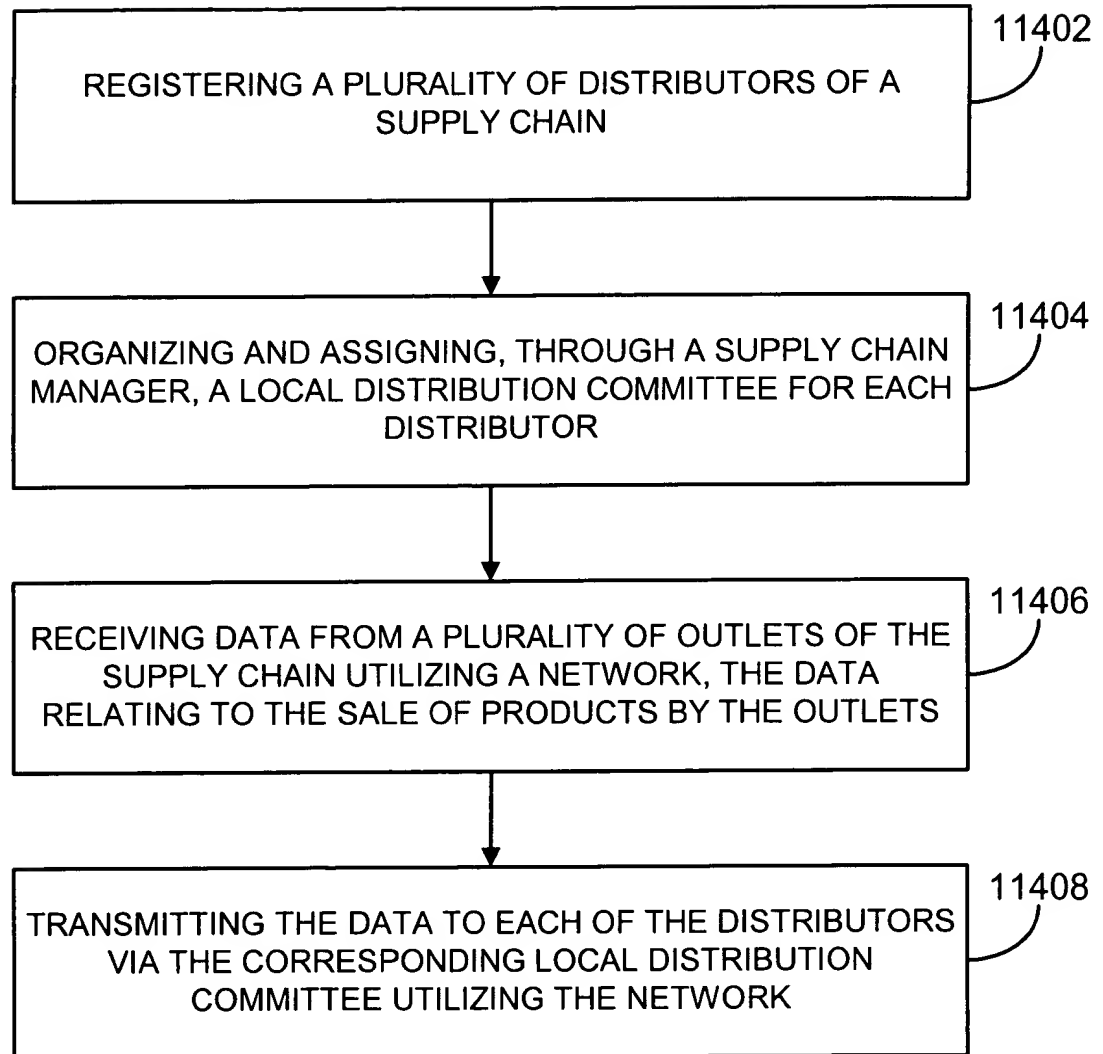
**FIG. 112**

11300



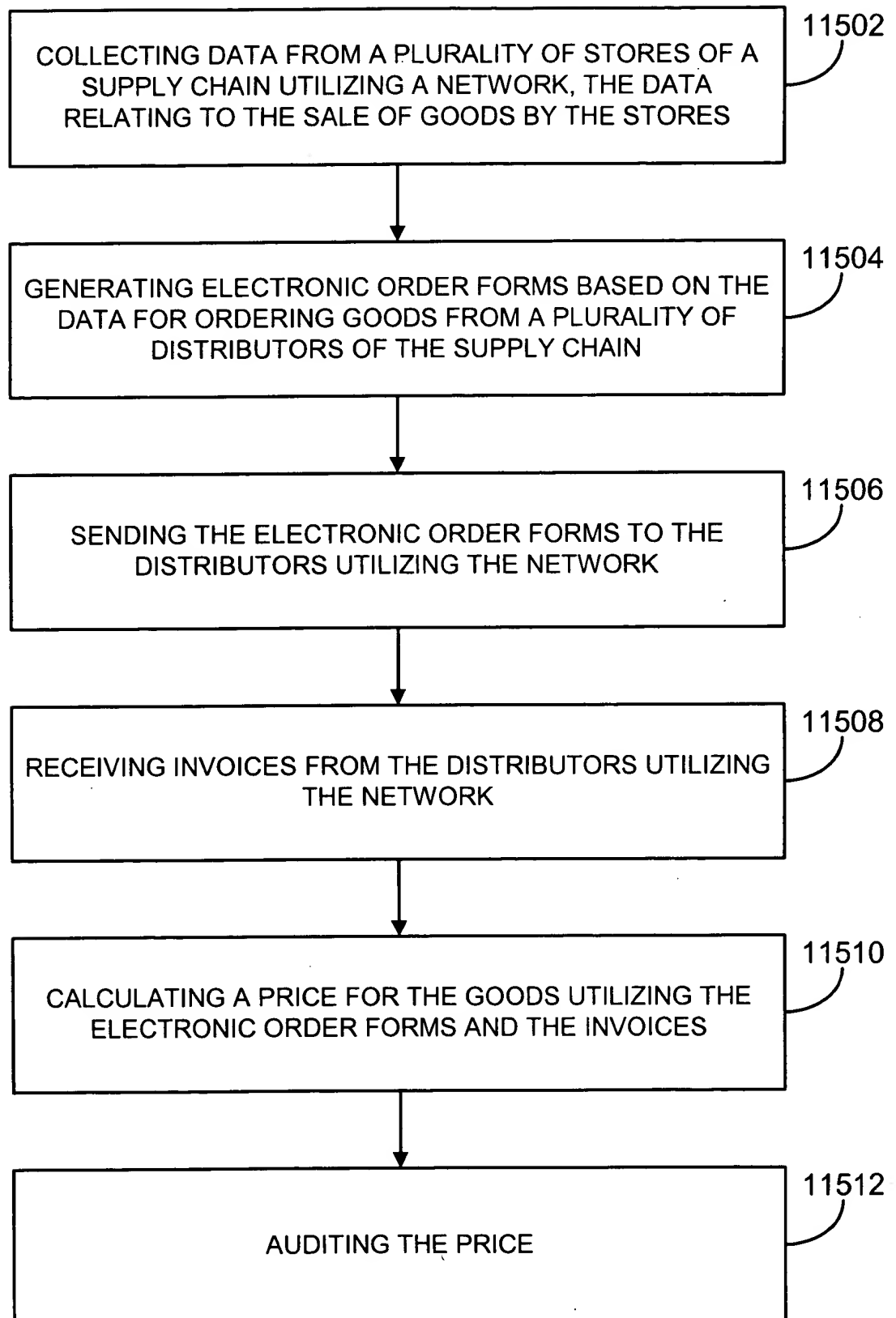
**FIG. 113**

11400



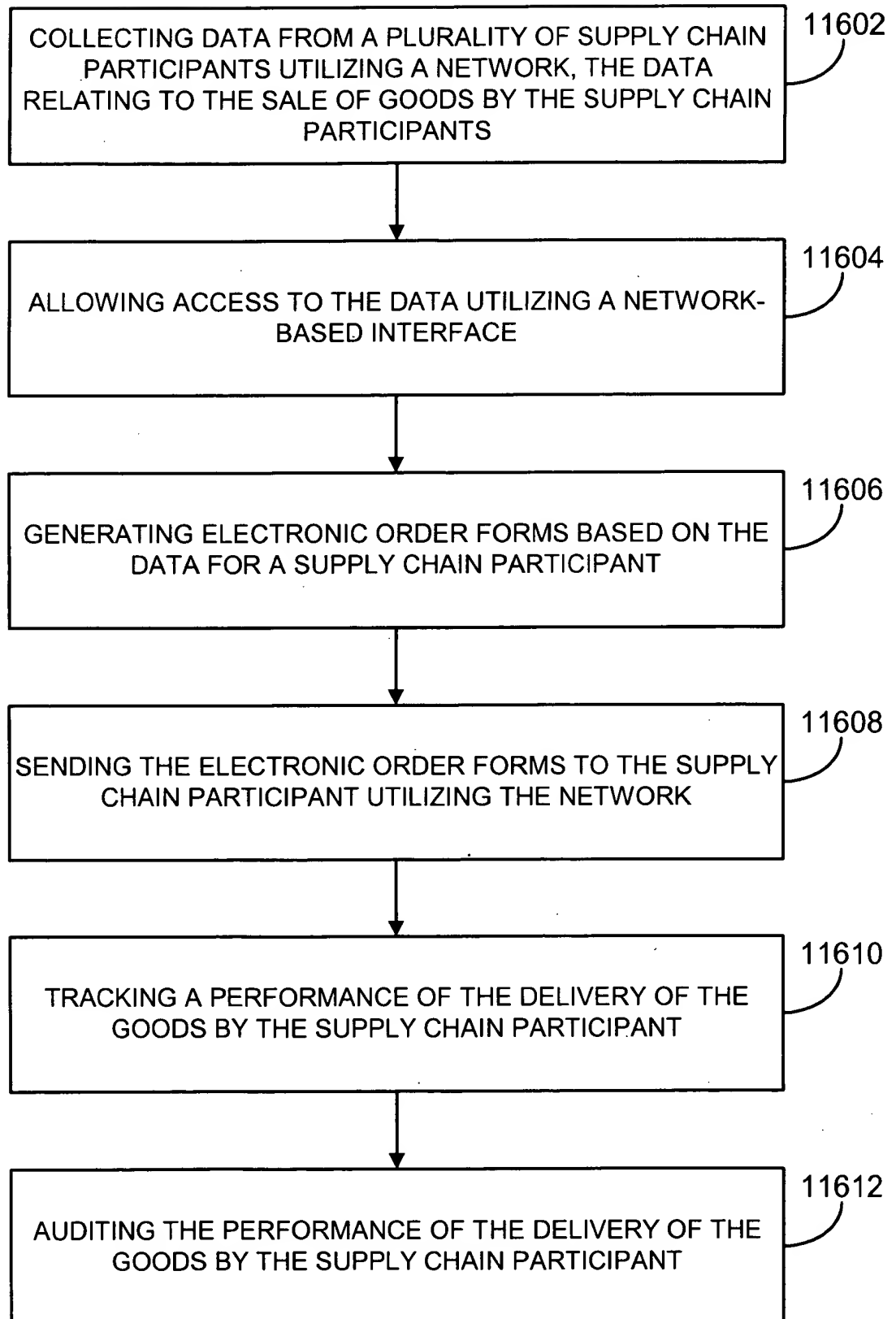
**FIG. 114**

11500



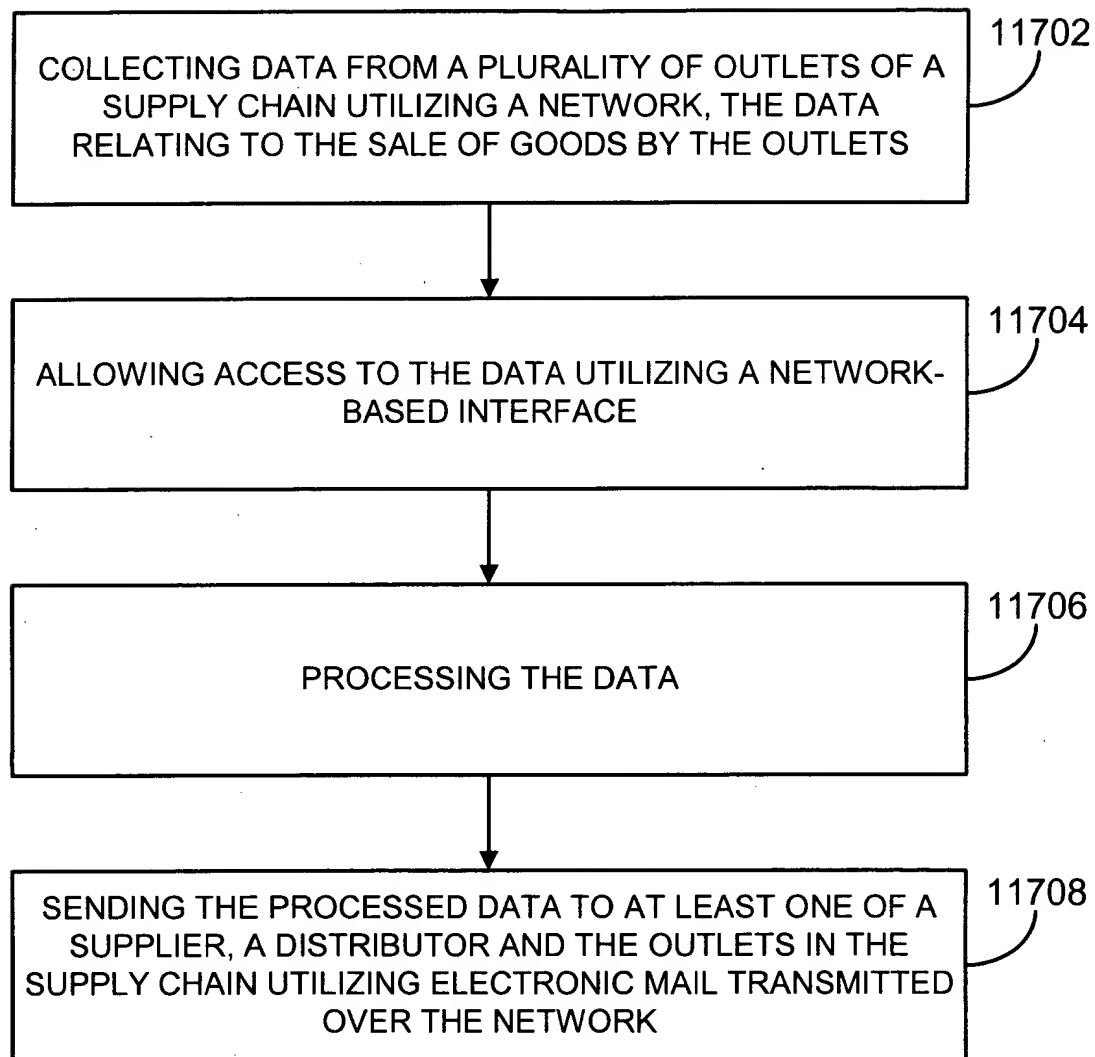
**FIG. 115**

11600



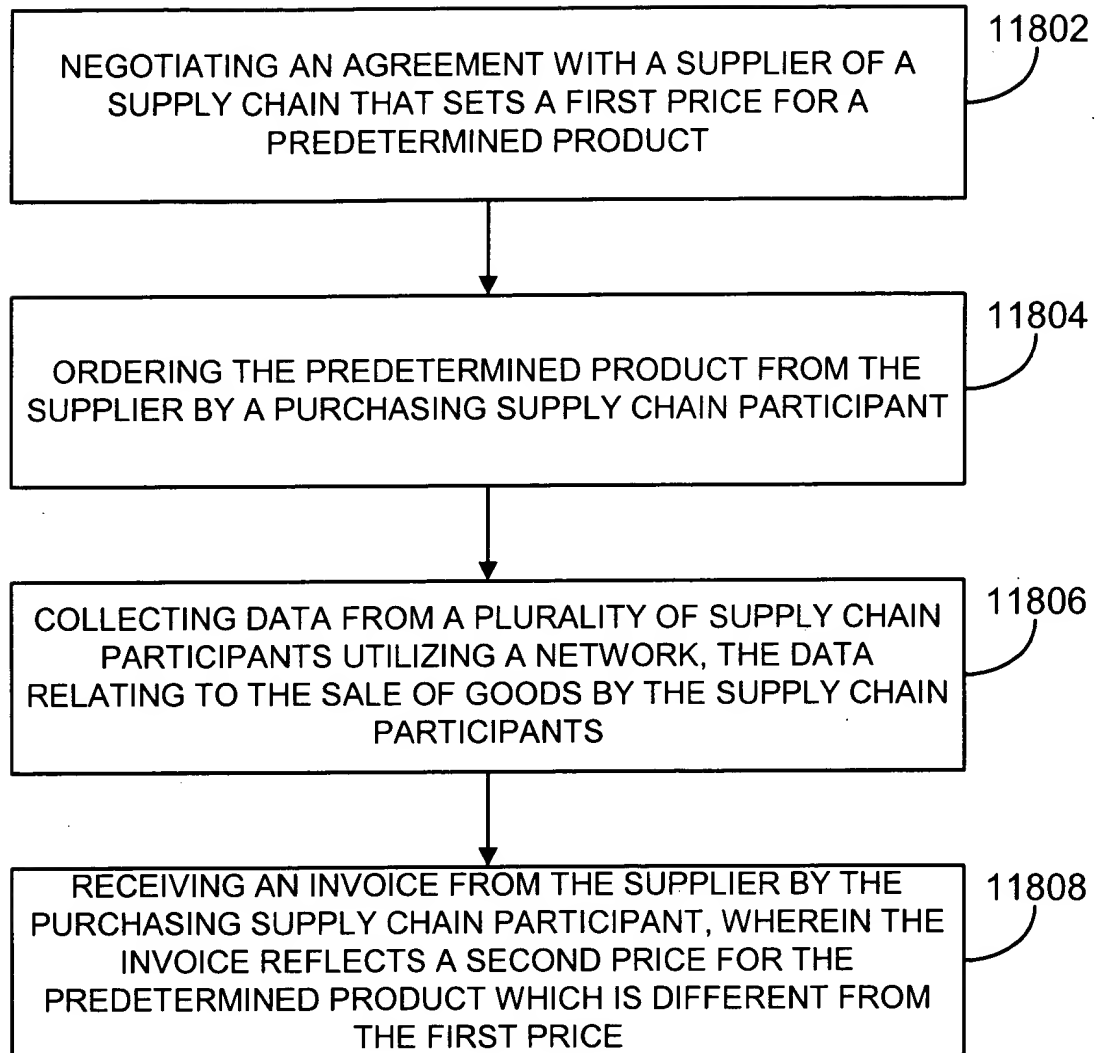
**FIG. 116**

11700



**FIG. 117**

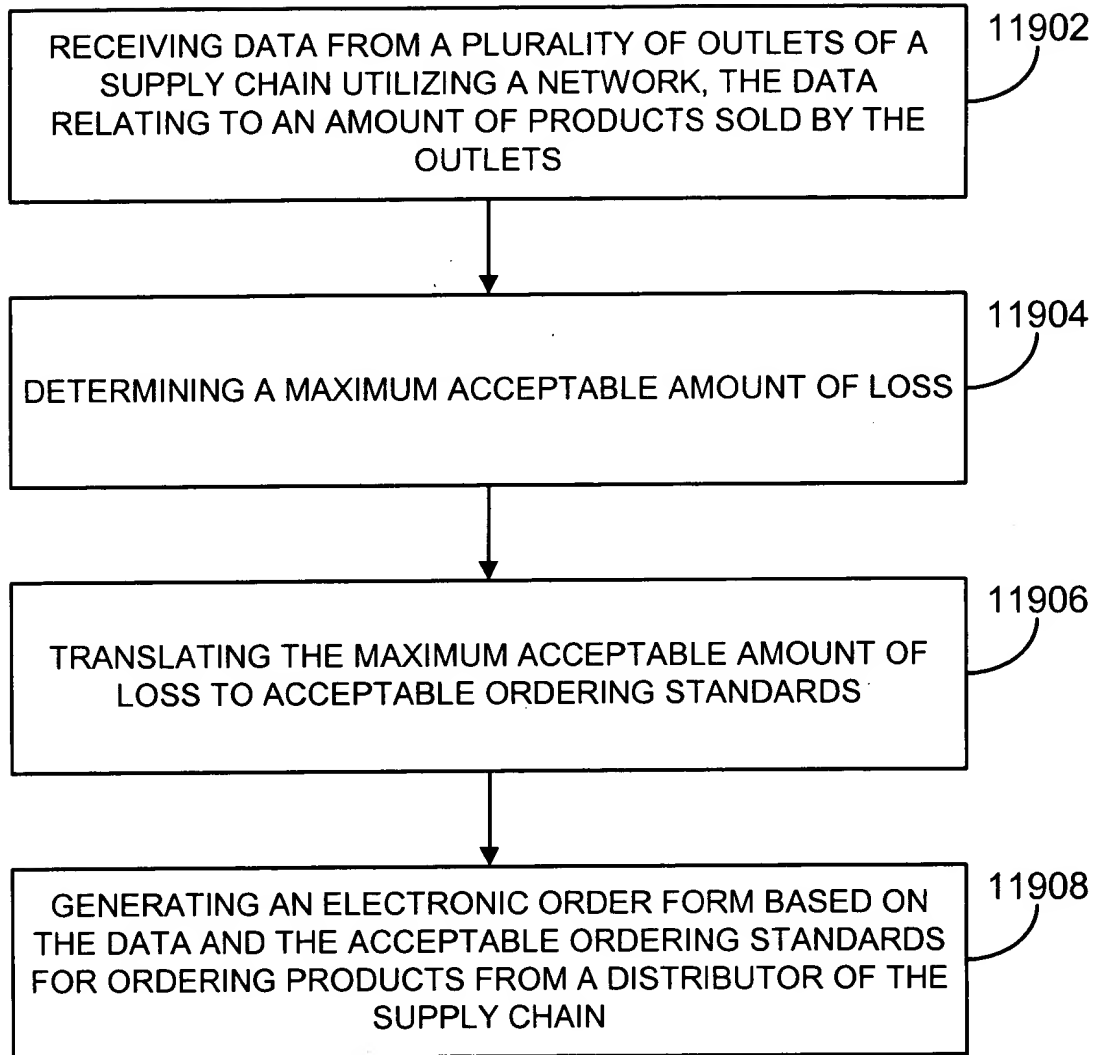
11800



**FIG. 118**

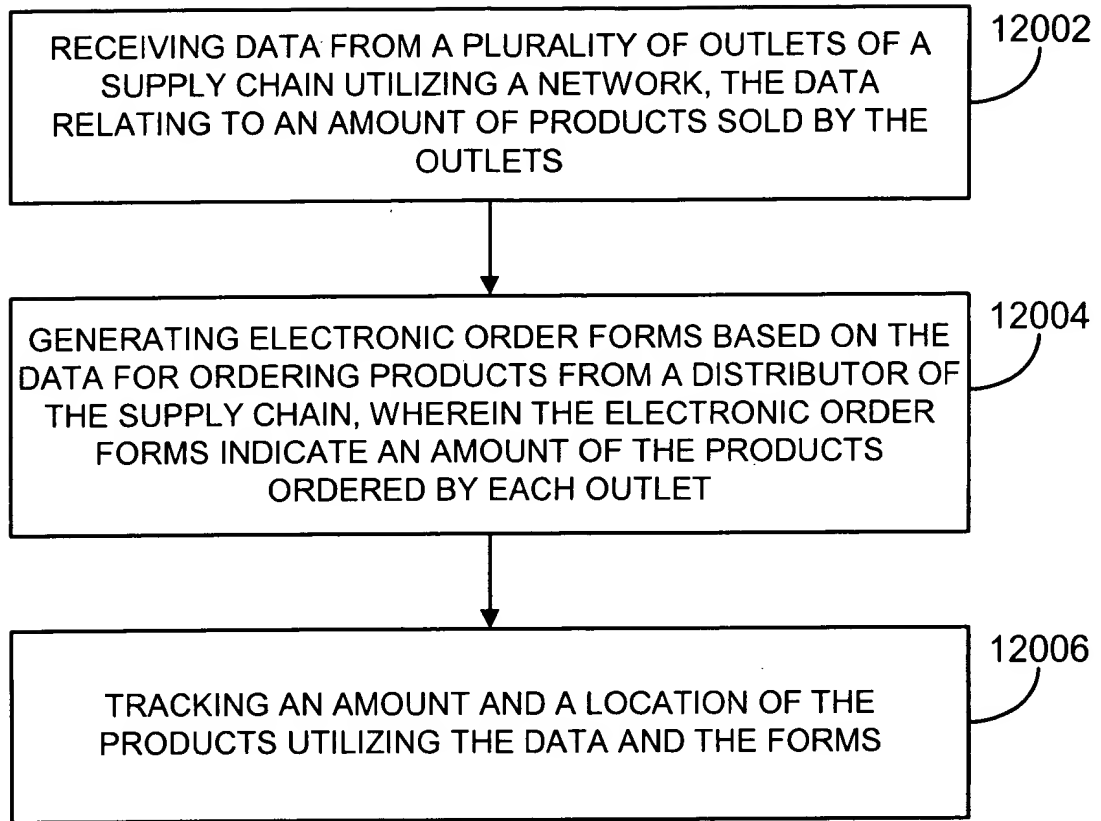


11900



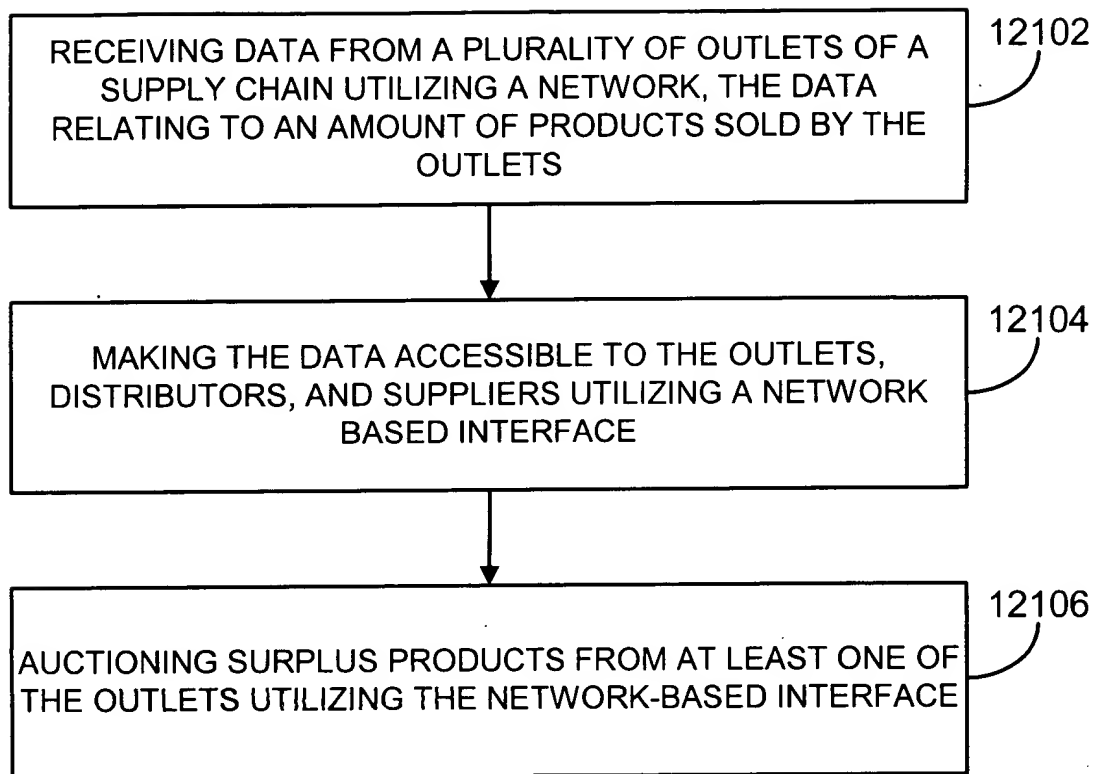
**FIG. 119**

12000



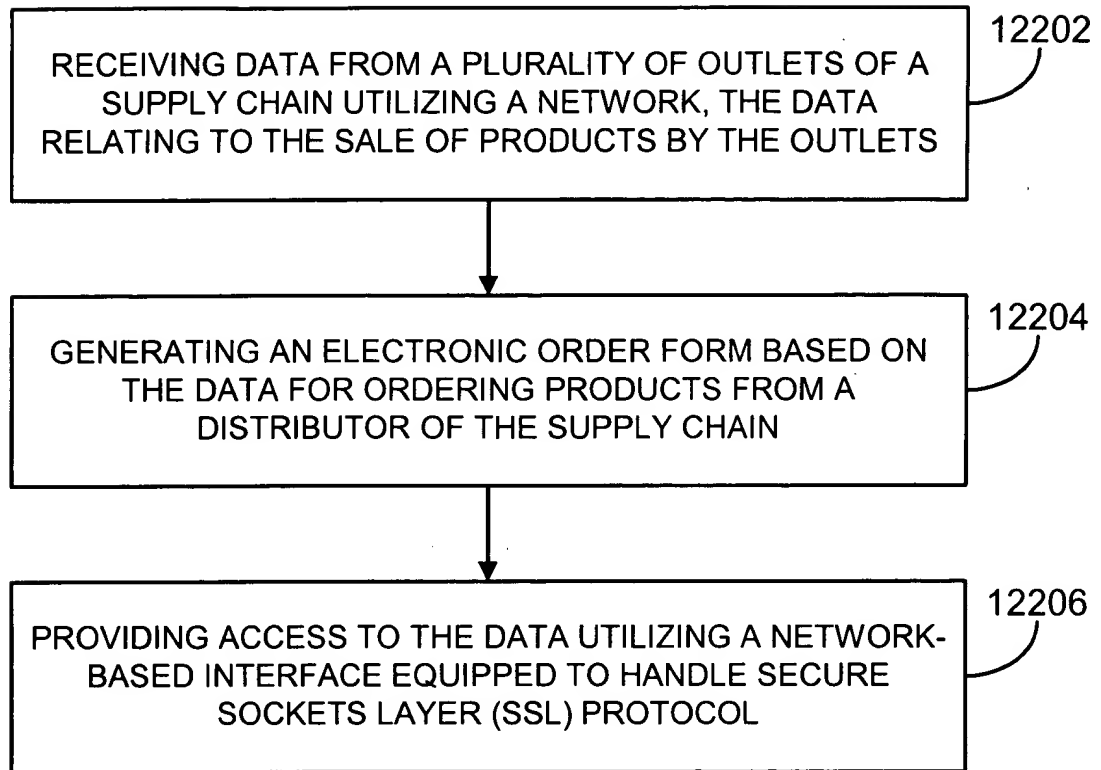
**FIG. 120**

12100



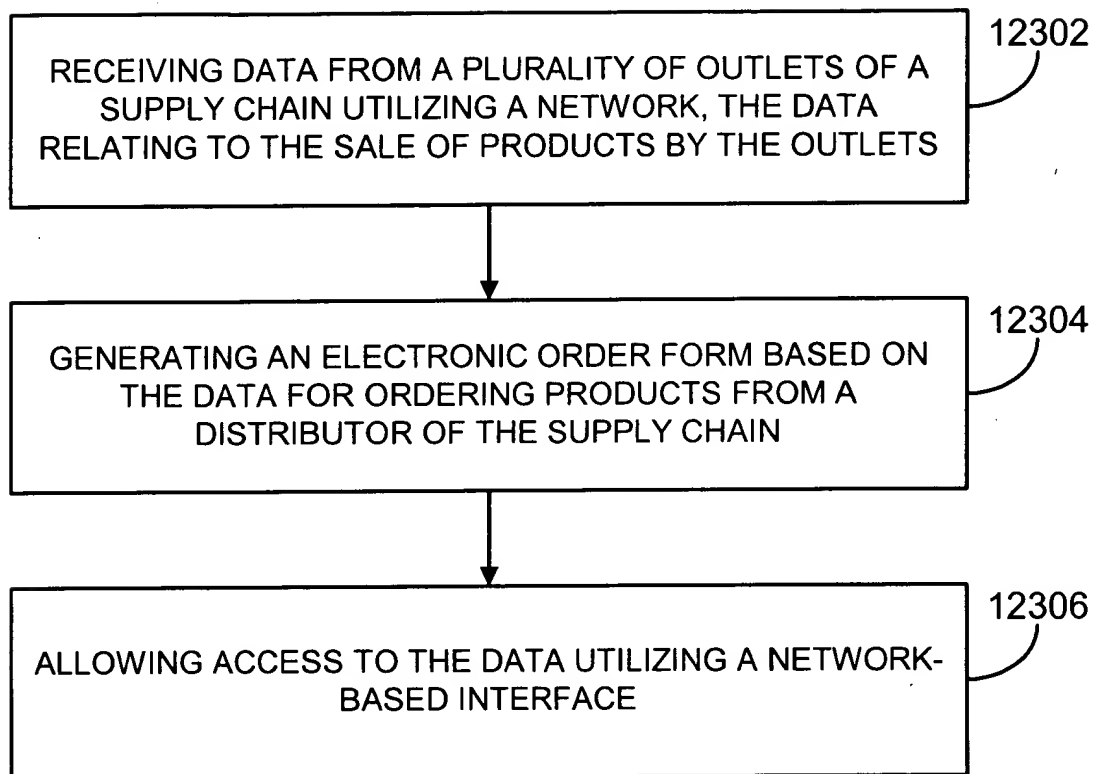
**FIG. 121**

12200



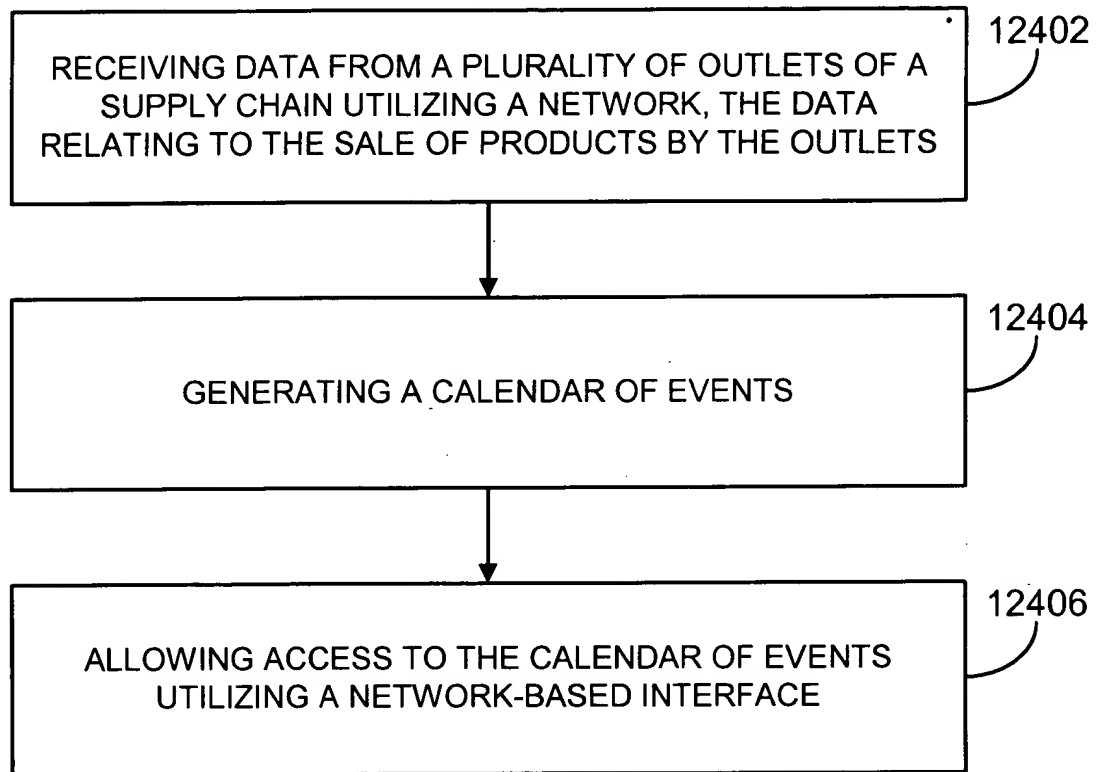
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

12500

12502

A screenshot of a software interface showing a menu bar with the following items: Supply, Patronage, Sales/Inv, Utilities, and Window. A dropdown menu is open under the 'Supply' menu, listing the following options: Supplier ..., Supplier Site ..., Distributor ..., and DC ... Below the dropdown menu, there are two buttons: 'Item' and 'Items ...'. To the right of the dropdown menu, there are three icons: a document icon, a magnifying glass icon, and a document with a checkmark icon. Below these icons are the labels 'Least Cost' and 'Contract'.

FIG. 125

12600

12602

A screenshot of a toolbar containing three buttons: 'Sort', 'Print', and 'New'.

FIG. 126

12700

12702

A screenshot of a data entry form with the following fields and labels: 'Item Desc:' followed by a text input field; 'Item Number:' followed by a text input field; 'Product Cat Code:' followed by a dropdown menu; 'Status Code:' followed by a dropdown menu showing 'Active'; and 'Item Rank:' followed by a dropdown menu.

FIG. 127



**FIG. 128**



12900



FIG. 129

13000

<b>Supplier Item Desc:</b>		<b>Item No:</b>	
<b>Current:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>	
<b>Items per Case:</b>	5000	<b>High Qty:</b>	
<b>Innerpack Contents:</b>	5/1000	<b>Cases Per Pallet:</b>	
<b>Item Size:</b>		<b>Stacking Allowed:</b>	
<b>Case Length:</b>		<b>Universal Product Code:</b>	
<b>Case Width:</b>		<b>Cases Per Truckload:</b>	1350
<b>Case Depth:</b>		<b>Net Weight:</b>	39.00
<b>Case Dimension U/M:</b>	INCH(S)	<b>Gross Weight:</b>	39.00
<b>Item Cube:</b>	0.95 CUBIC FEET	<b>Weight U/M:</b>	POUND(S)
<b>Item Shelf Life:</b>		<b>Bar Code:</b>	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

FIG. 129

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

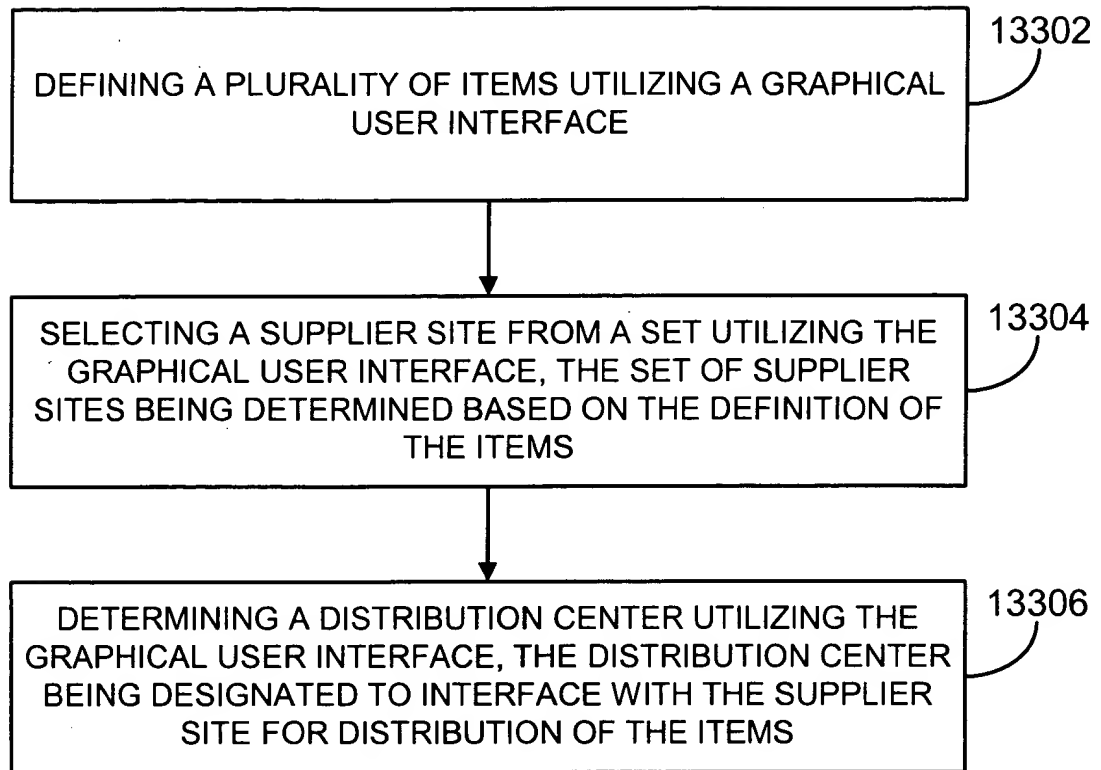
13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b>
<b>Status:</b>	Active <input checked="" type="checkbox"/>	<b>Rail Sidings:</b> <input type="checkbox"/>

FIG. 132

FIG. 131

13300



**FIG. 133**

13400 13500 13600 13700

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:		<input checked="" type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:		Cell	<input type="button" value="v"/>	

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

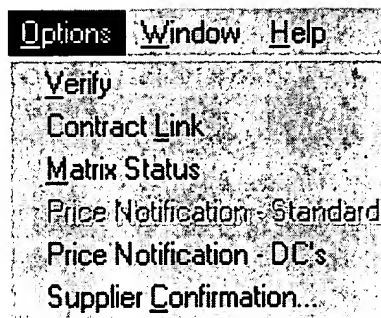


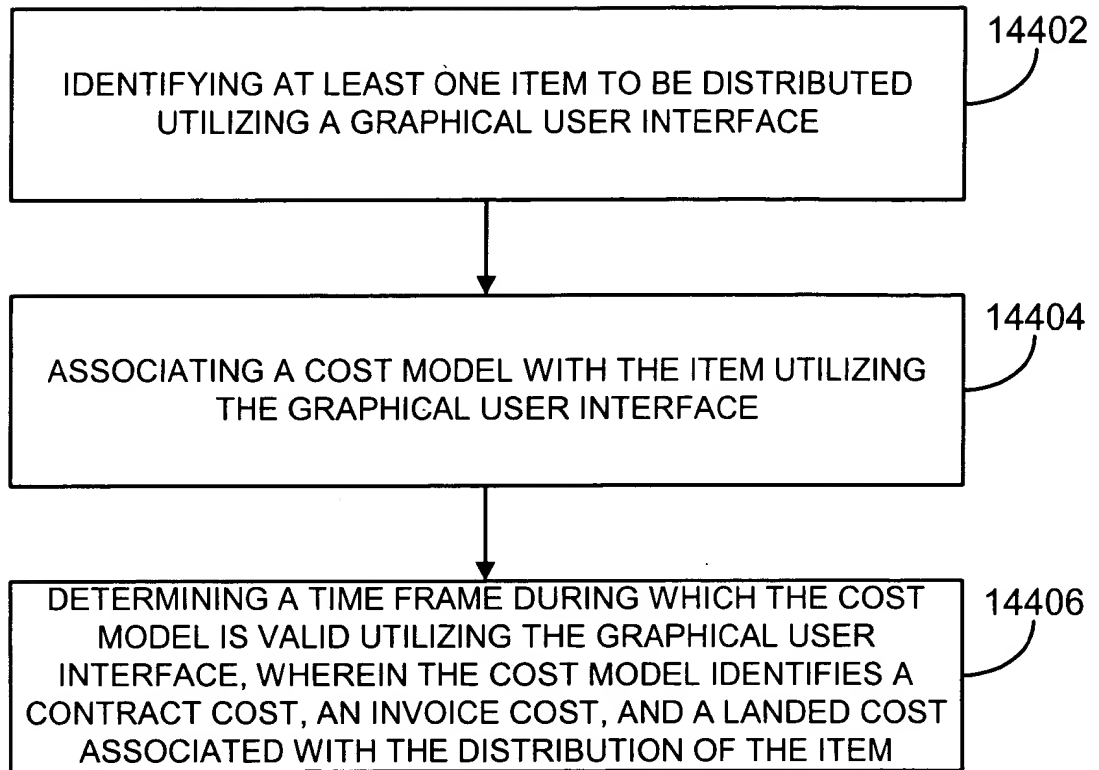
FIG. 141

14300

<u>C</u> ost	Edit / View ...	F3
Commodities	New (using previous matrix) ...	F4
	New (build matrix) ...	F5
<u>V</u> endor Rating		
Con <u>t</u> act Management	Multi Item Price Notification ...	

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID:	673 - TYSON FOODS	
Initial Buyer Name:	Jamie Hersh	Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date
Payment Terms:	Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

FIG. 145

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

**FIG. 151**

Options Window Help

New Items \*

Delete Item...

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

 Exhibit C

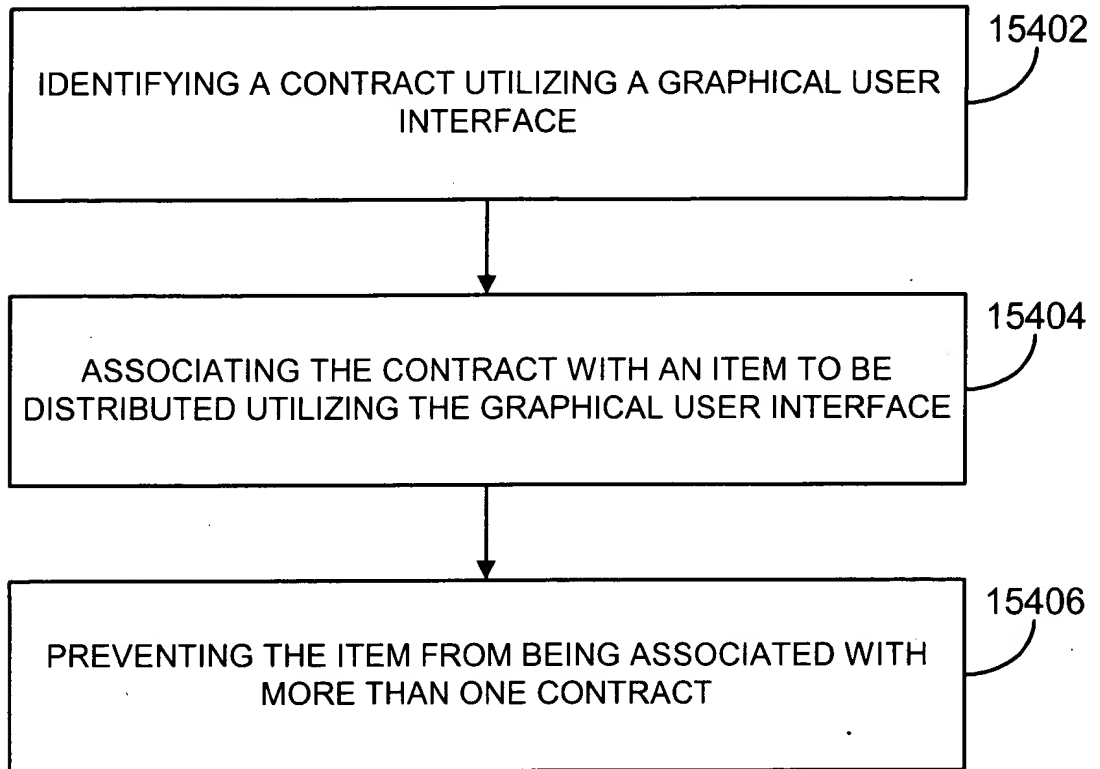
**FIG. 153**

**FIG. 152**

The first part of the paper is devoted to the study of the asymptotic behavior of the solutions of the system (1.1) as  $\varepsilon \rightarrow 0$ . In the second part, we study the asymptotic behavior of the solutions of the system (1.1) as  $\varepsilon \rightarrow 0$ . In the third part, we study the asymptotic behavior of the solutions of the system (1.1) as  $\varepsilon \rightarrow 0$ .



15400



**FIG. 154**

FIG. 155

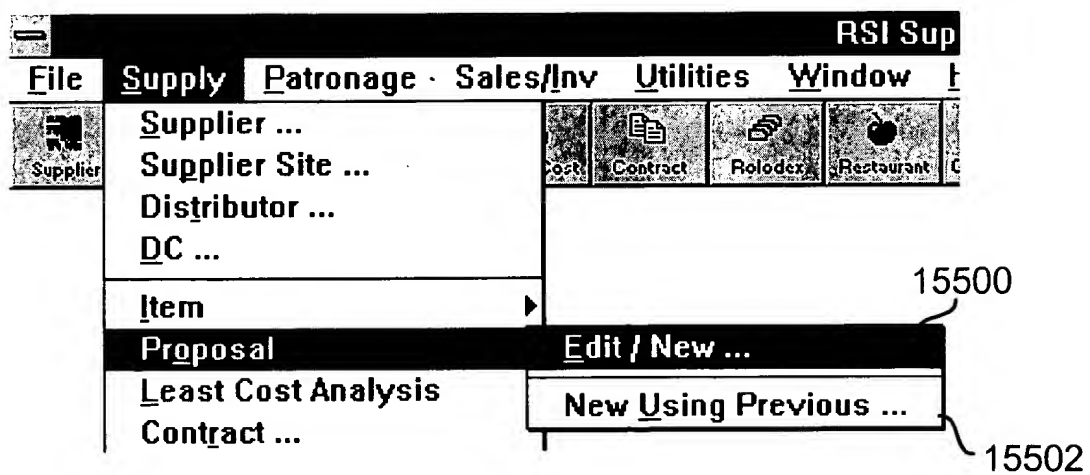


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids									
Main Info	Items	Suppliers	DCs						
<b>Proposal Information</b> <div> <div>Proposal ID: 1021</div> <div>Proposal Due Date: 06/12/97</div> </div> <div> <div>Proposal Name: Foam Hot Cups &amp; Polystyrene Lids</div> <div>Contract Begin Date: 07/01/97</div> </div> <div> <div>Buyer Name: Dennis Clabby</div> <div>Contract End Date: 06/30/98</div> </div>									
<b>Actions</b> <table border="1"> <thead> <tr> <th>#</th> <th>Date</th> <th>Action Description</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>05/28/97</td> <td>Sent this bid to Dart and also sent a request for information to WinCup.</td> </tr> </tbody> </table>				#	Date	Action Description	1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.
#	Date	Action Description							
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.							

FIG. 156

FOAM HOT CUPS & POLYSTYRENE LIDS

15700

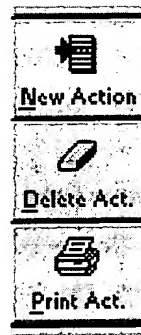


FIG. 157

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest. Usage Templates View Bid

Search Query Reset

Query Values 2 Rows Selected

Item Description
CUP-HOT

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158

FOI b7 E b7 C b7 D

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description	
CUP-HOT 12 OZ (PAPER) DRY	15902
CUP-HOT 16 OZ (PAPER) DRY	>
CUP-HOT 8 OZ (PAPER) DRY	>>
	<<
	<

15904

Item Description	
CUP-HOT 12 OZ (DRY)	
CUP-HOT 16 OZ (500 CT) (DRY)	
CUP-HOT 8 OZ (DRY)	
LID-HOT 12/16 OZ (DRY)	
LID-HOT 8 OZ (DRY)	

15906

15908

FIG. 159

16000

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.28	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

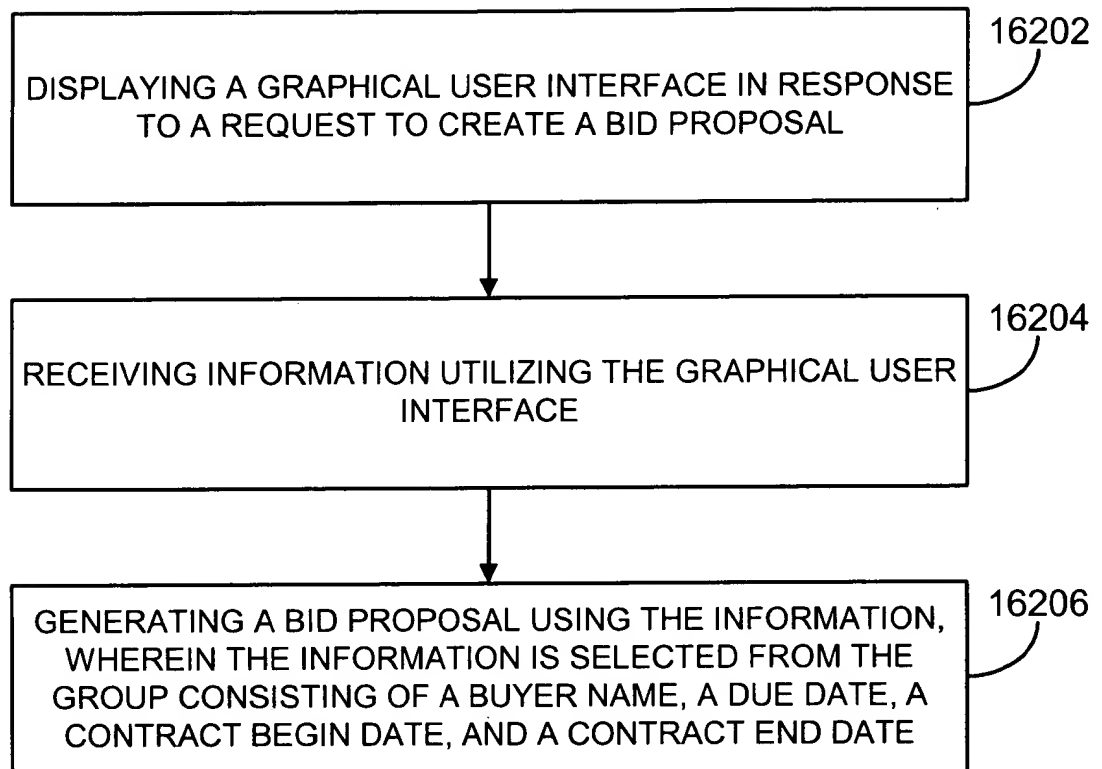
  

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

T0330" F03F050

16200



**FIG. 162**

FIG. 162

16300



FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>		?	<b>Y</b>
<b>General Terms and Conditions</b>		?	<b>N</b>
<b>Usage Estimates</b>	?		<b>N</b>
<b>Supplier Facility Worksheets</b>	?		<b>N</b>
<b>Item Information Worksheets</b>	?		<b>N</b>
<b>Sample Supply Agreement</b>		?	<b>N</b>
<b>BK Specification Request</b>		?	<b>N</b>
<b>FOB Price Component</b>		?	<b>Y</b>
<b>Truckload Freight Worksheet</b>	?		<b>N</b>
<b>LTL Freight Worksheet</b>	?		<b>N</b>

FIG. 164



16500

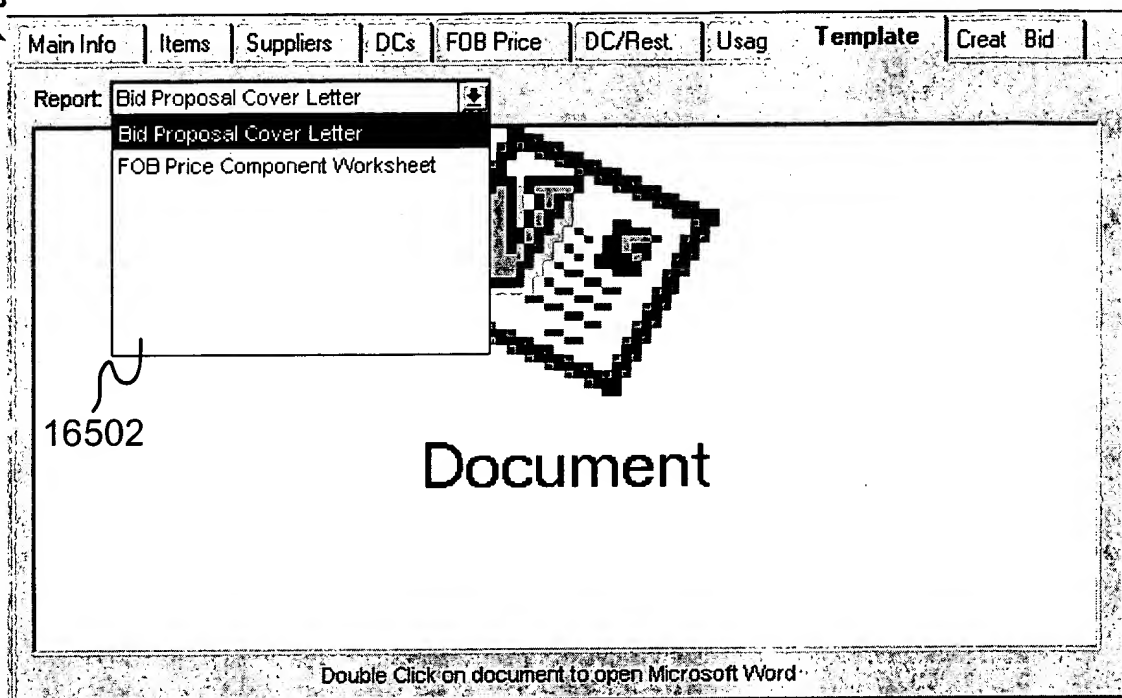


FIG. 165

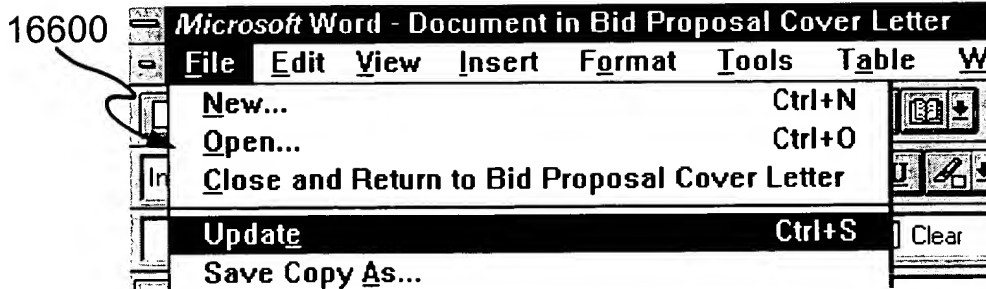


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Pric | DC/Rest. | Usage | Templates | Cr at Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	
Sample Supply Agreement <input checked="" type="checkbox"/>	
BK Specification Request <input checked="" type="checkbox"/>	

\* LTL Freight Worksheet will be printed by system if necessary.

FIG. 167

16800

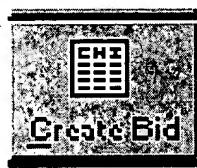


FIG. 168

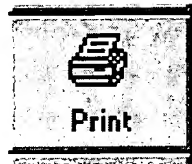
16900

Report: 7/2/97

Item Information Worksheet	Supplier: (all)
Bid Proposal Cover Letter	<b>Restaurant Services, Inc.</b> <b>Item Information Worksheet</b> ATTY DS
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	

FIG. 169

17000



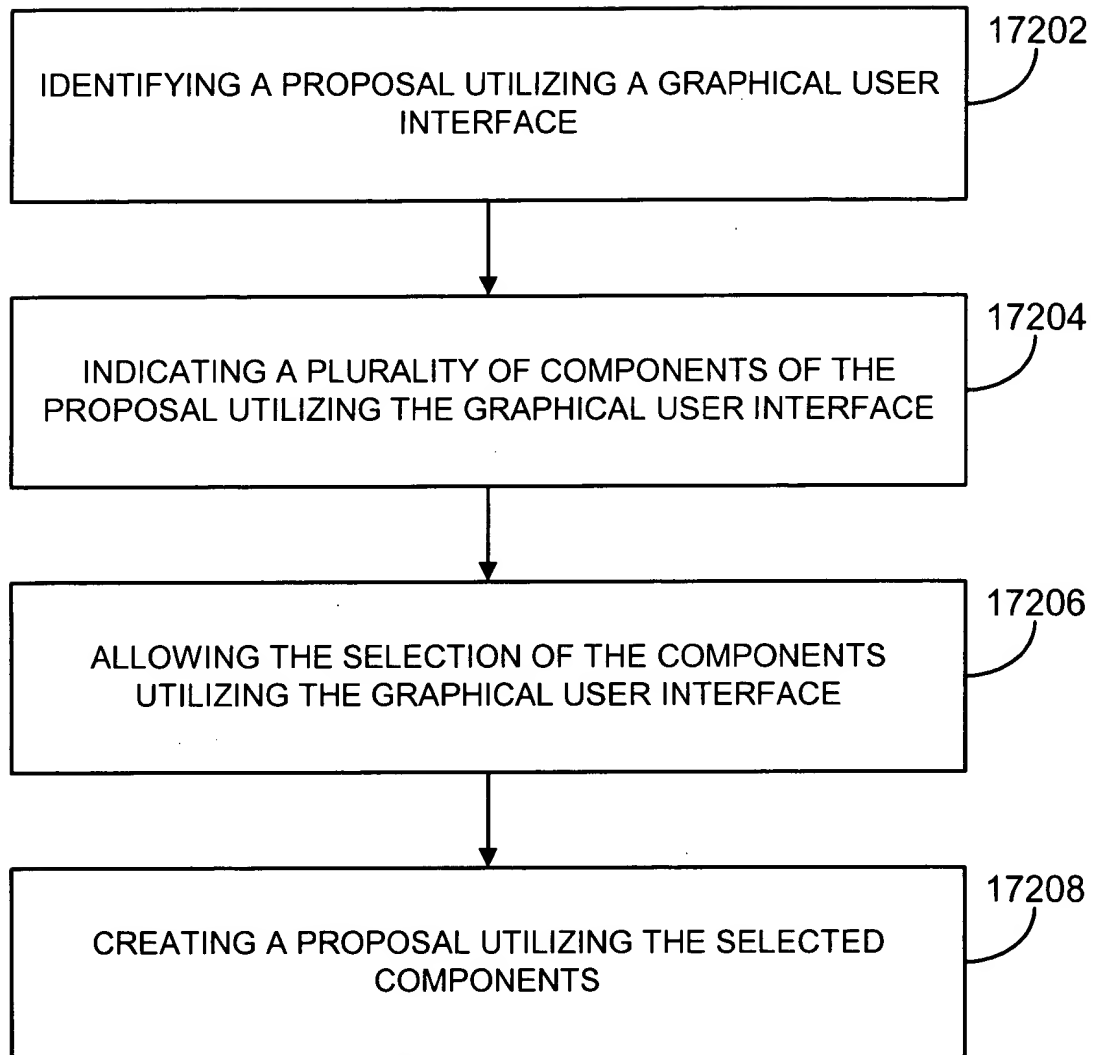
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**

17300



FIG. 173

17400

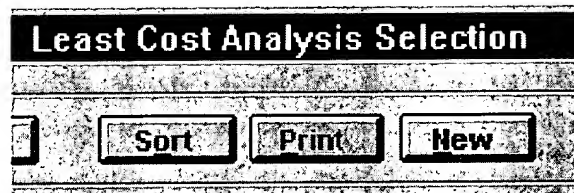


FIG. 174

17500

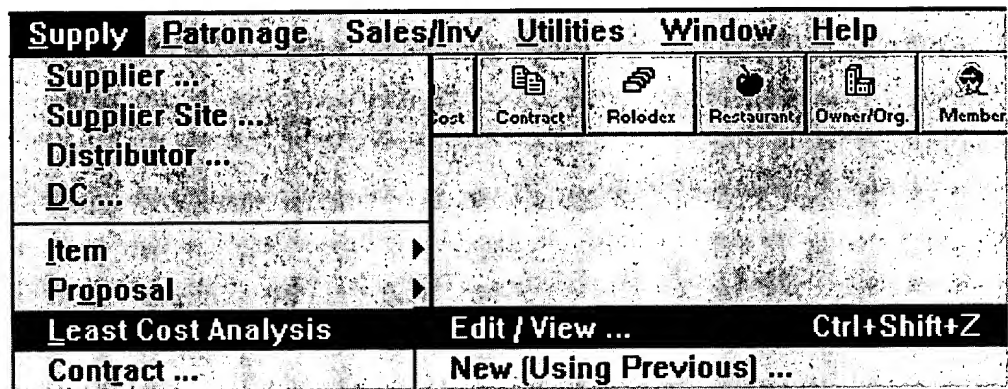


FIG. 175

**Bid Proposal Name:**

(None)



Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600



**FIG. 176**

FOAM HOT CUPS & POLYSTYRENE LIDS

17700



SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702



GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704



EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706



INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

17800

Analysis Name:	Hash Brown Actual		
Analysis ID:	1036		
Buyer:	Dennis Clabby		
Period of Agreement:	10/1/97	THRU	9/30/98
Unit Of Measure:	CASE(S)		

FIG. 178

17900

Version ( 1 ) of ( 9 )		Base version
What is the max # of FOB points to allocate to each DC ?	One FOB	
What is pricing method for this version ?	FOB + Freight	
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000	
Override RDC Truckload Validation?	No	
Solution Strategy:	Standard	Last Revision: 9/15/97 1:04 PM

FIG. 179

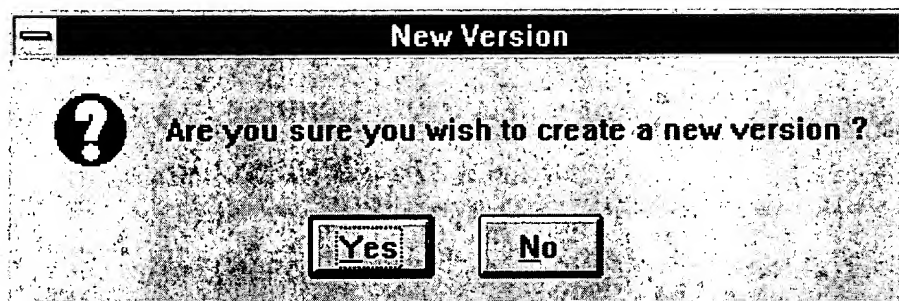


18000



**FIG. 180**

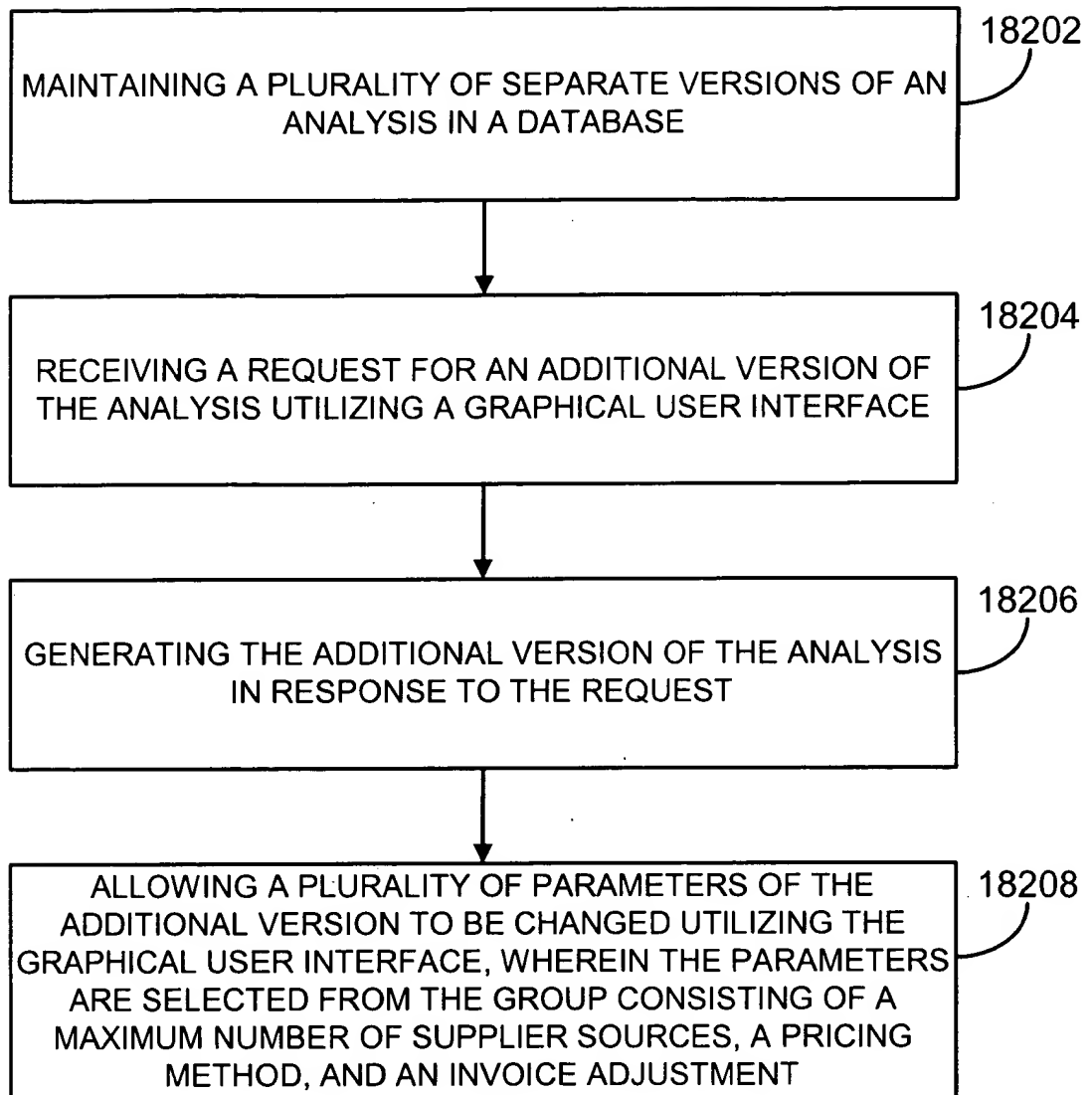
18100



**FIG. 181**

FIG. 180

18200



**FIG. 182**

FIG. 183

18300

Search Query Reset

Query Values 7 Rows Selected

Supplier FOB	Supplier FOB
DOP	DOPACO-DOWNTOWN, PA
	DOPACO-KINSTON, NC
	DOPACO-ST. CHARLES, IL
	DOPACO-STOCKTON, CA
	IMPERIAL BONDWARE-SHELBYVILLE, IL

> >>

18302

FIG. 183

18400

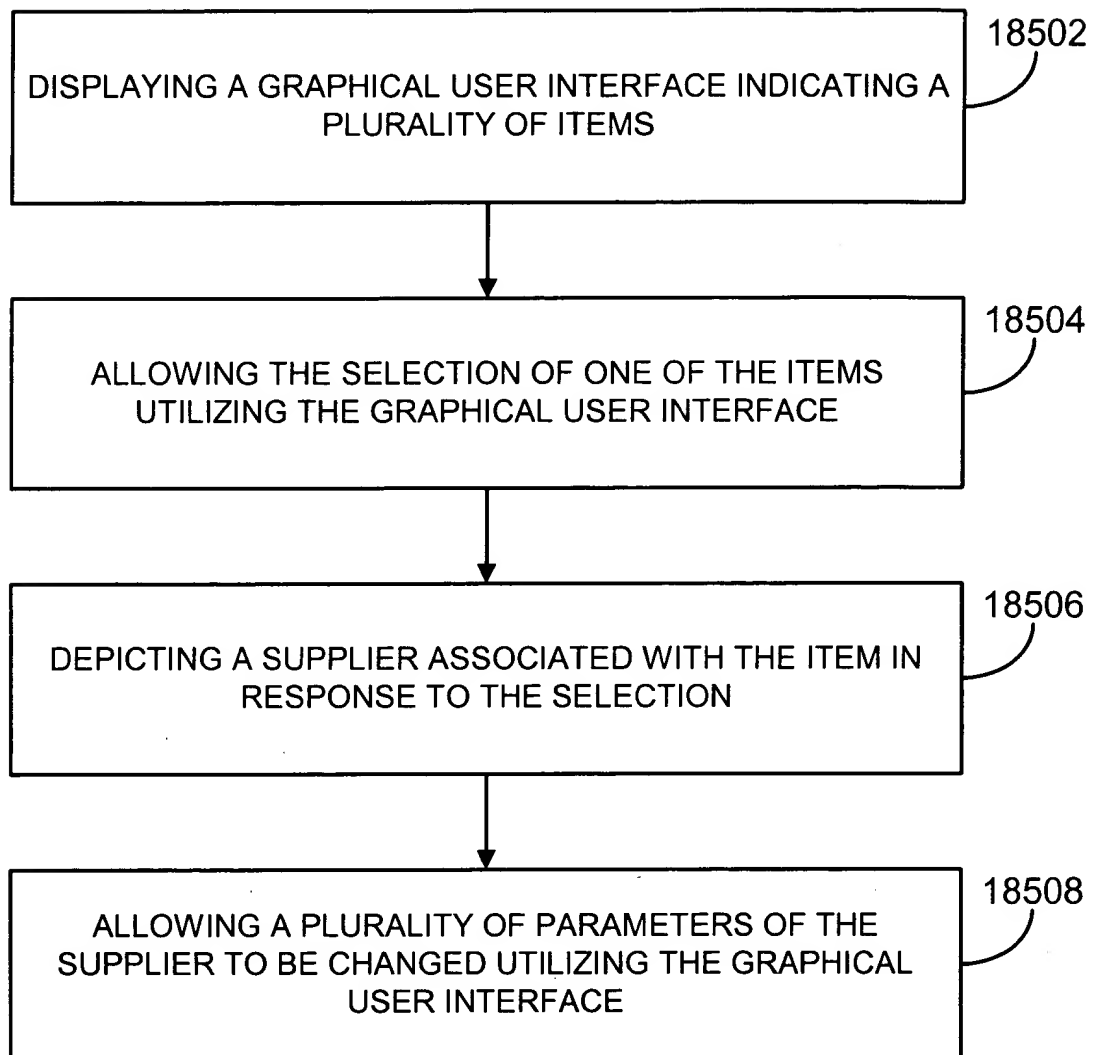
Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18400 18402 18403 18404 18405 18406 18407 18408 18409 18410 18411 18412 18413 18414 18415 18416 18417 18418 18419 18420 18421 18422 18423 18424 18425 18426 18427 18428 18429 18430 18431 18432 18433 18434 18435 18436 18437 18438 18439 18440 18441 18442 18443 18444 18445 18446 18447 18448 18449 18450 18451 18452 18453 18454 18455 18456 18457 18458 18459 18460 18461 18462 18463 18464 18465 18466 18467 18468 18469 18470 18471 18472 18473 18474 18475 18476 18477 18478 18479 18480 18481 18482 18483 18484 18485 18486 18487 18488 18489 18490 18491 18492 18493 18494 18495 18496 18497 18498 18499 18500

18500



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M	INCHE(S)	Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700

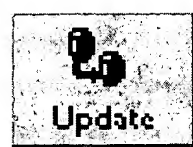
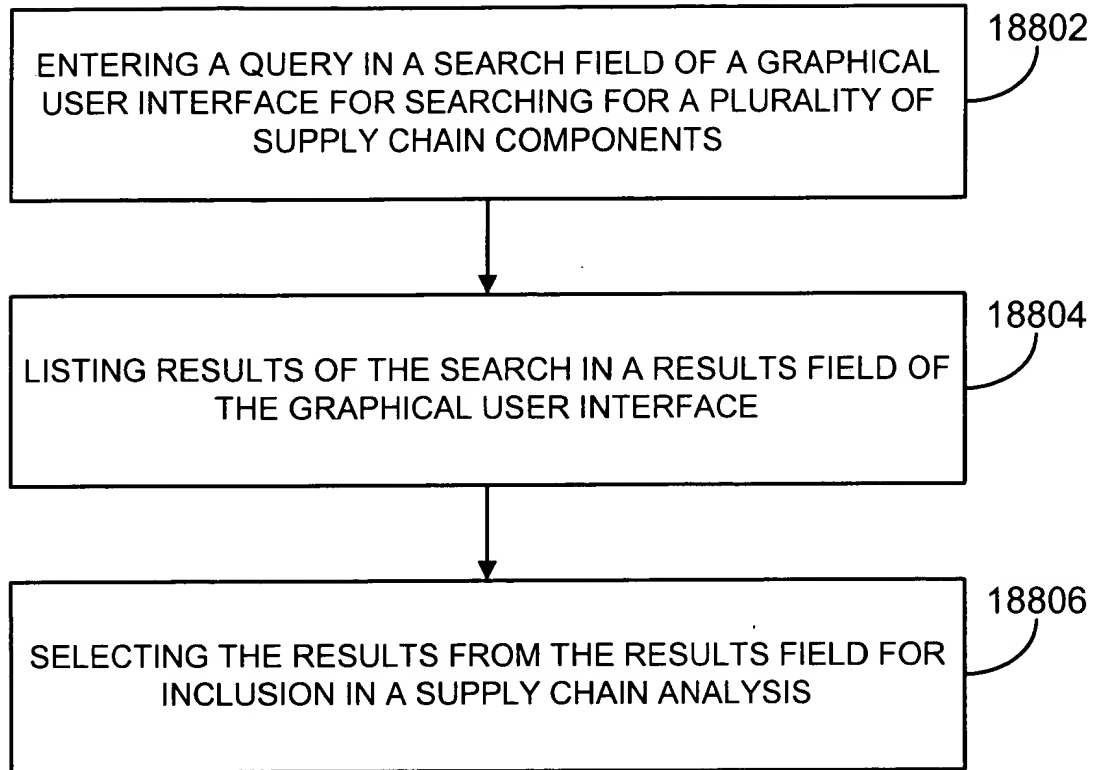


FIG. 187

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

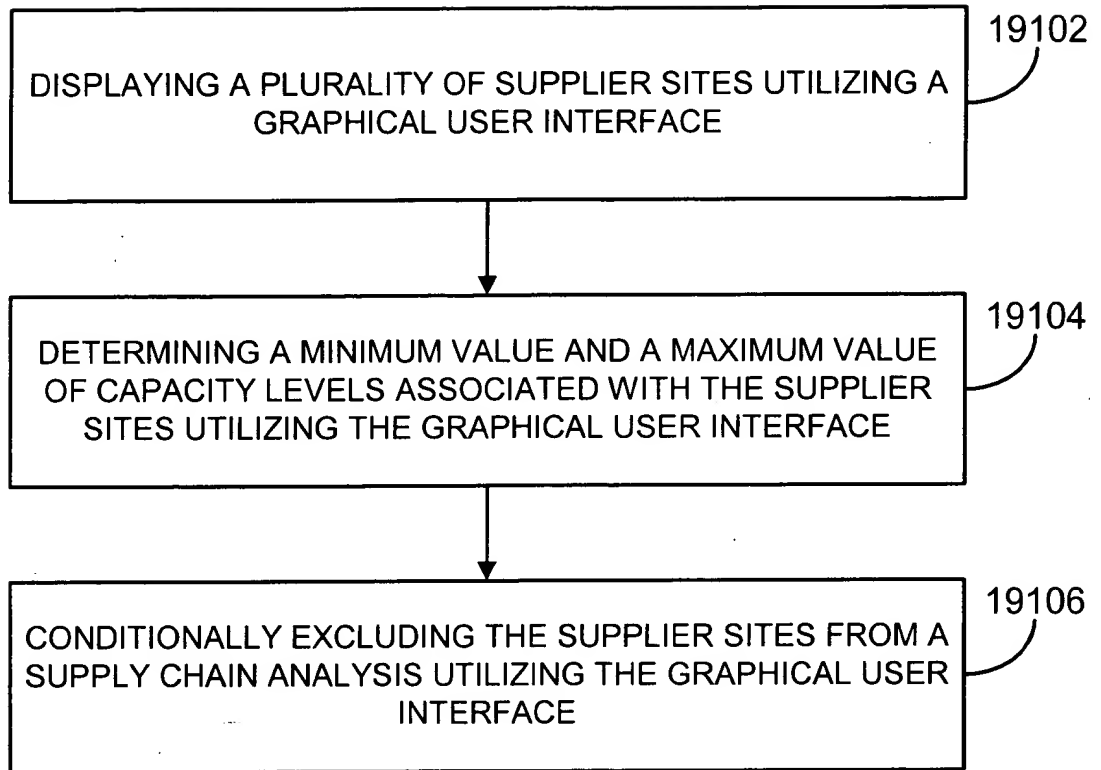
Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
MCCAIN FOODS LTD-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS LTD-PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC-OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

FIG. 189 &amp; FIG. 190



19100



**FIG. 191**

FOODS OF THE WORLD

19200  
↪

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSE FOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY, AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY, AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume	
SSI FOOD SERVICES	0		
TEXAS AMERICAN FOOD SERVICE	0		
WHITEFORD FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF -77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF -77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF -77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume	
VENTURA FOODS	0		
VENTURA FOODS	1	100,000	

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

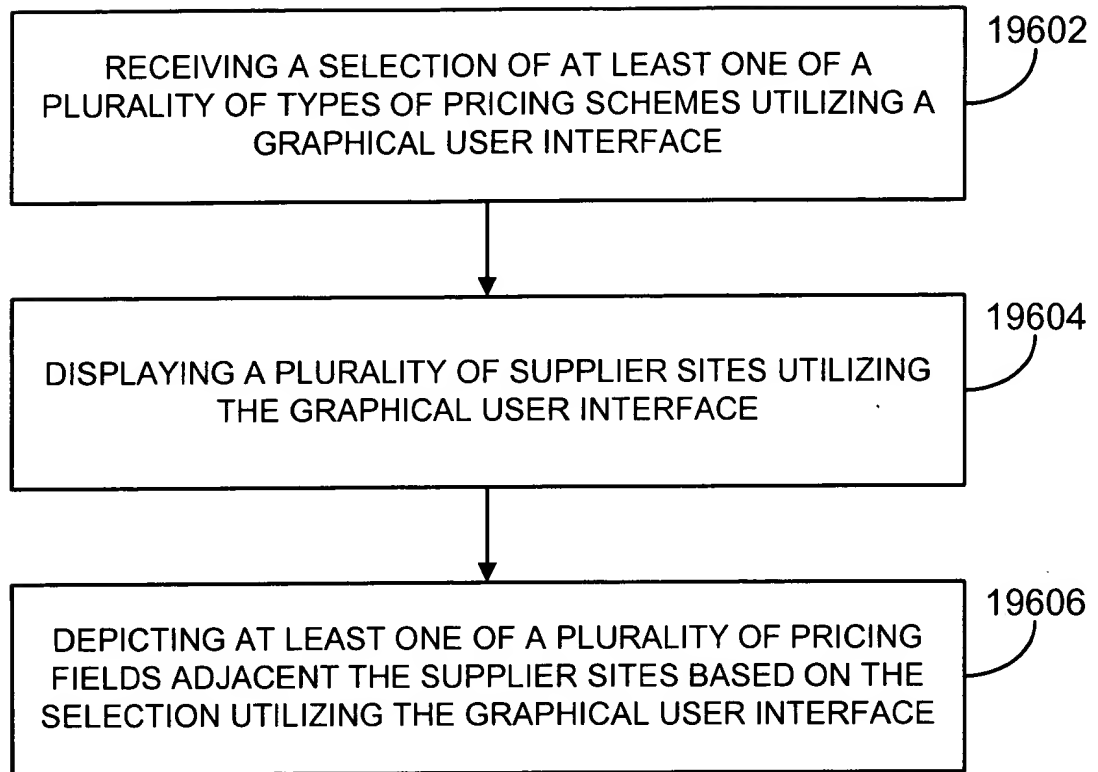
19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC.-PASCO, WA	
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

FIG. 195

19600



**FIG. 196**

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

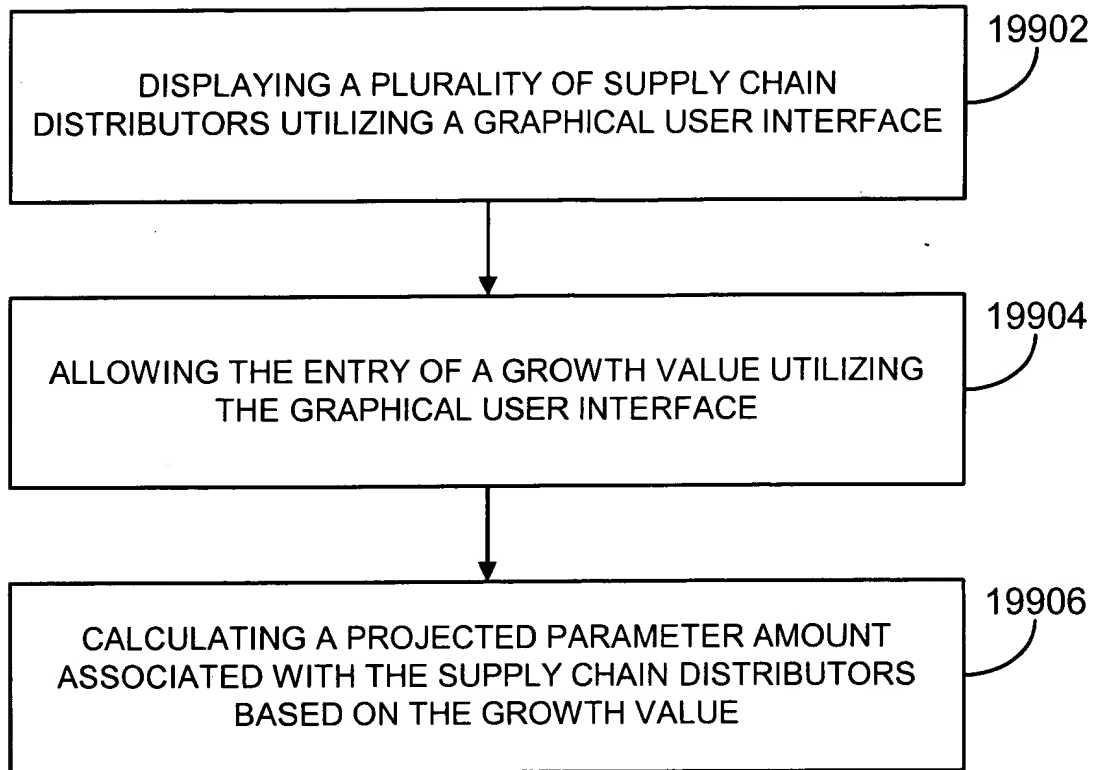
19800

Item	Item Growth %	Usage Period
CHICKEN-PATTY	0.00	

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction			Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded

FIG. 201

20200


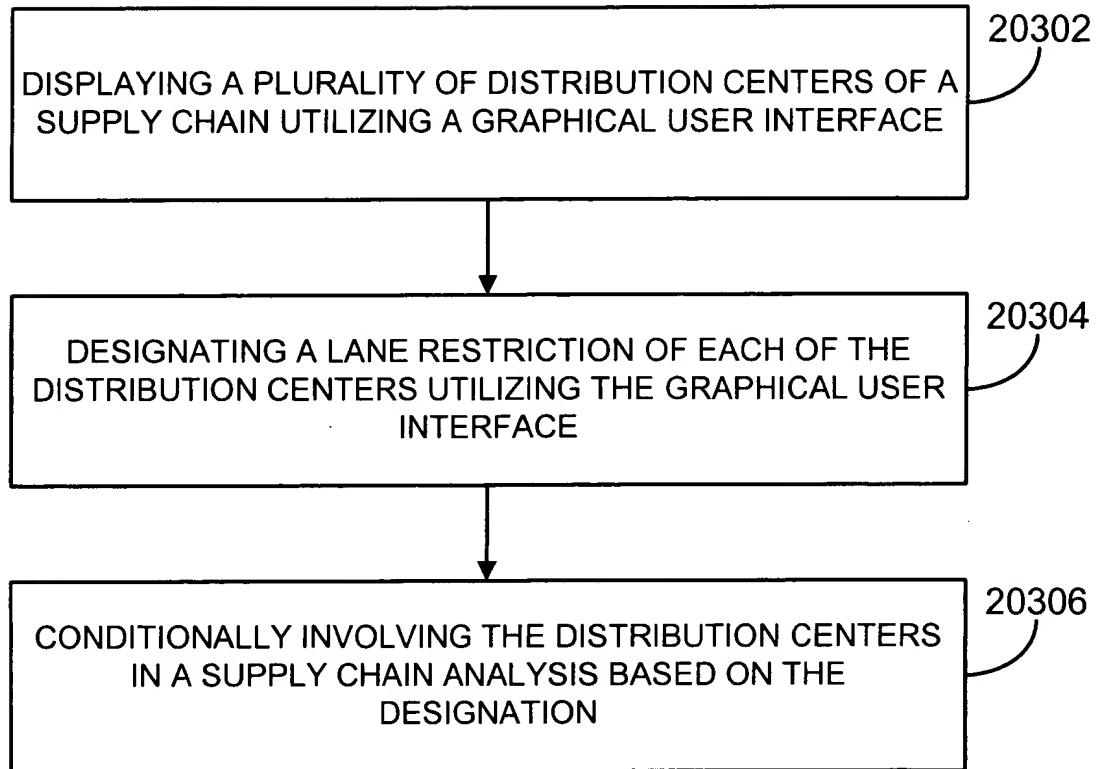
Invalid Selection	
	AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.
<input type="button" value="OK"/>	

FIG. 202



20300



**FIG. 203**

20400

Supplier FOB		Address	
CAVENDISH FARMS		Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID 83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE, UT	691	

FIG. 204

20500

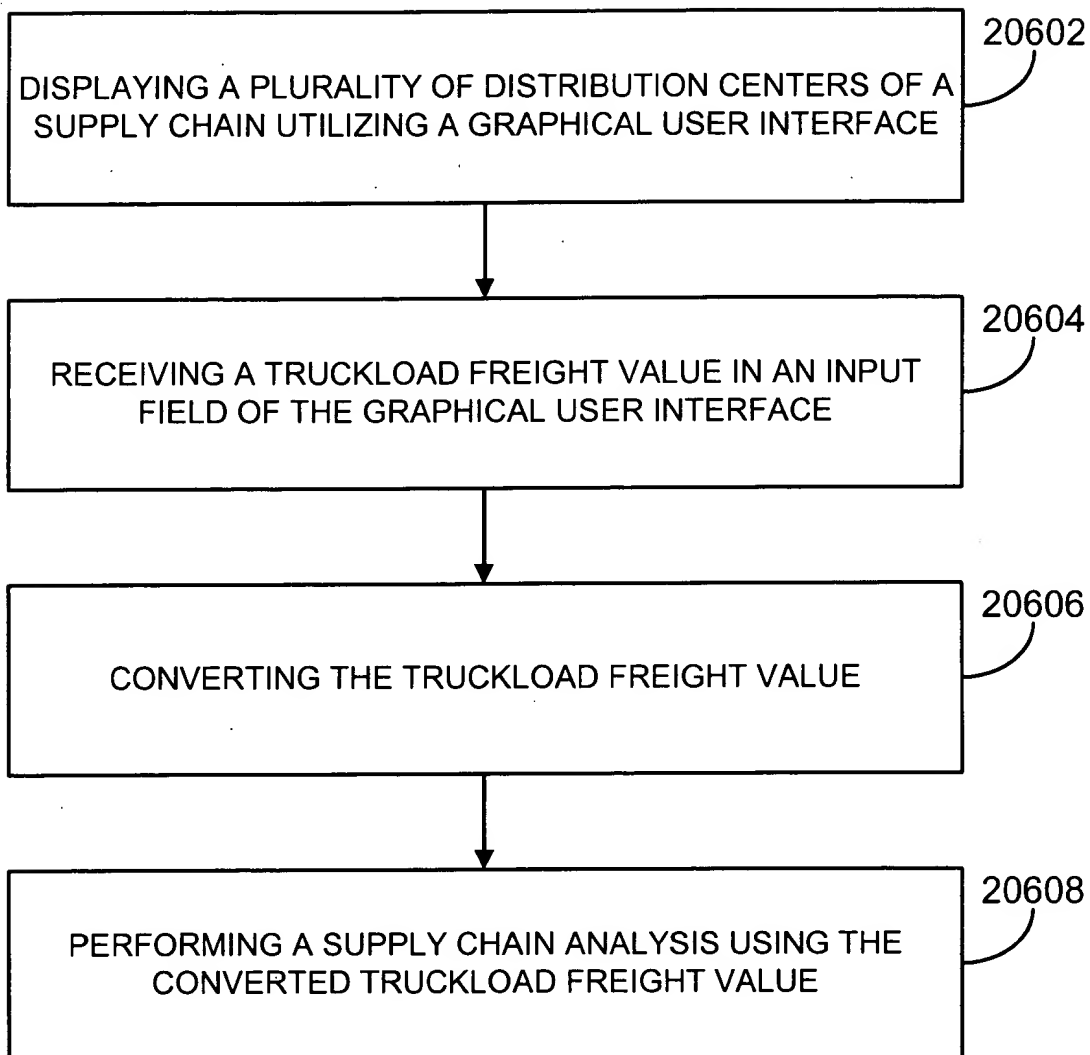
Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR		Fort Smith	AR 72904
TYSON FOODS-GREEN FORREST, AR		Green Forest	AR 72638
TYSON FOODS-RUSSELVILLE AR		Russelville	AR 72801

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

20600



**FIG. 206**

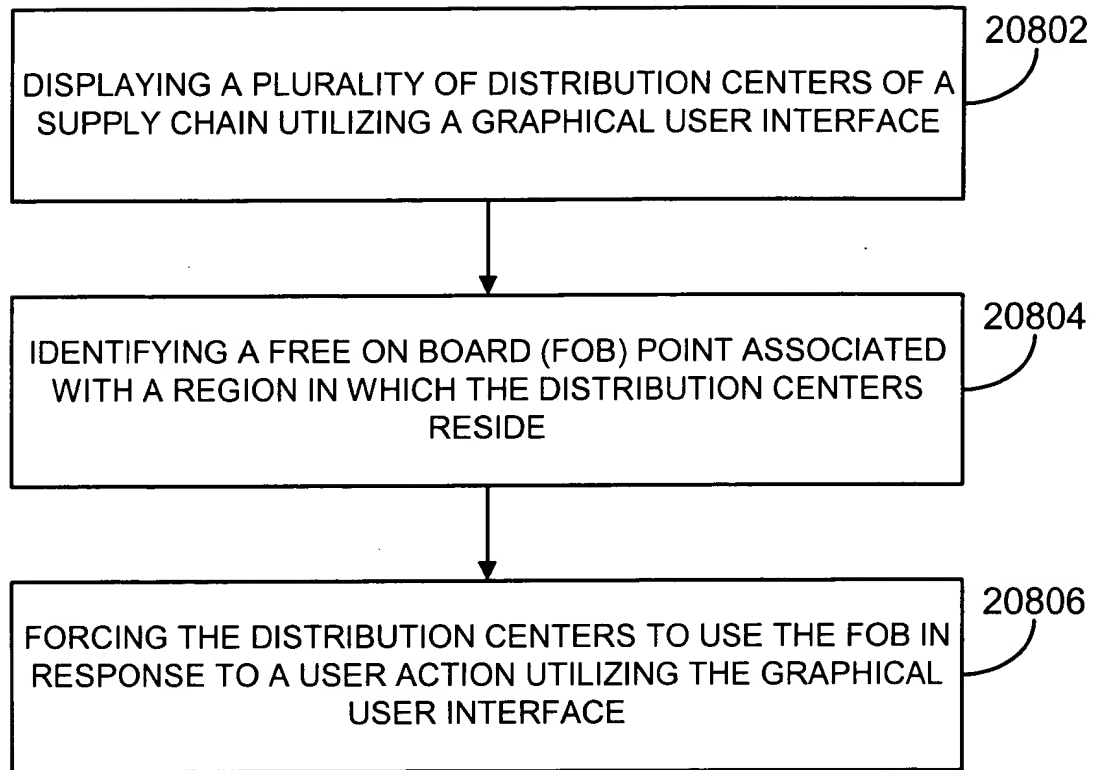
<b>Analysis Region</b>	<b>Force FOB</b>
MCCABE-PORTLAND/RNW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No

<b>Distribution Center Name</b>	<b>Site Role</b>
MCCABE/QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS RNW-ANCHORAGE	Corporate & FOB Point

FIG. 207

20800



**FIG. 208**

20900

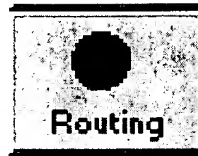


FIG. 209

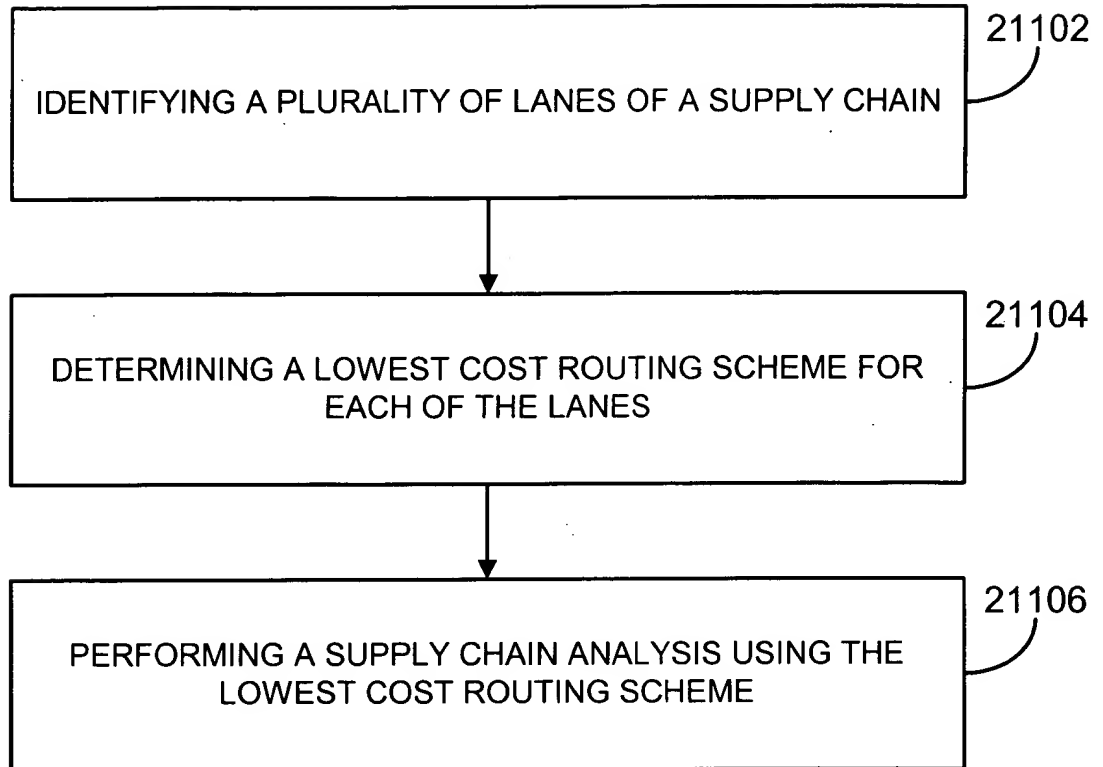
21000

**Report Selection**

Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided
<b>Report Parameters</b>	
Supplier: (All)	LTL Routing Grid By Lane
Supplier FOB: (All)	Routing Results By Lane
Distribution Center: (All)	Routing Results By Lane, Item
	Routing Results w/ RDC Breakout By Lane
	Routing Results w/ RDC Breakout By Lane, Item
	TL Freight Variance Analysis
Version: Base Version	

FIG. 210

21100



**FIG. 211**

21200

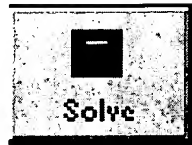


FIG. 212

21300



21302

**Report Selection**

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213



21400

Awarded Volume by Item - Detail  
 Awarded Volume by Item - Detail  
 Awarded Volume by Item - Freight  
 Awarded Volume by Item - Summary  
 Competing DC Freight Analysis by Item  
 Lane Assignment Matrix  
 Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)  
 Invoice FOB Detail Comparison (with conversion)  
 Invoice FOB Savings Comparison (no conversion)  
 Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

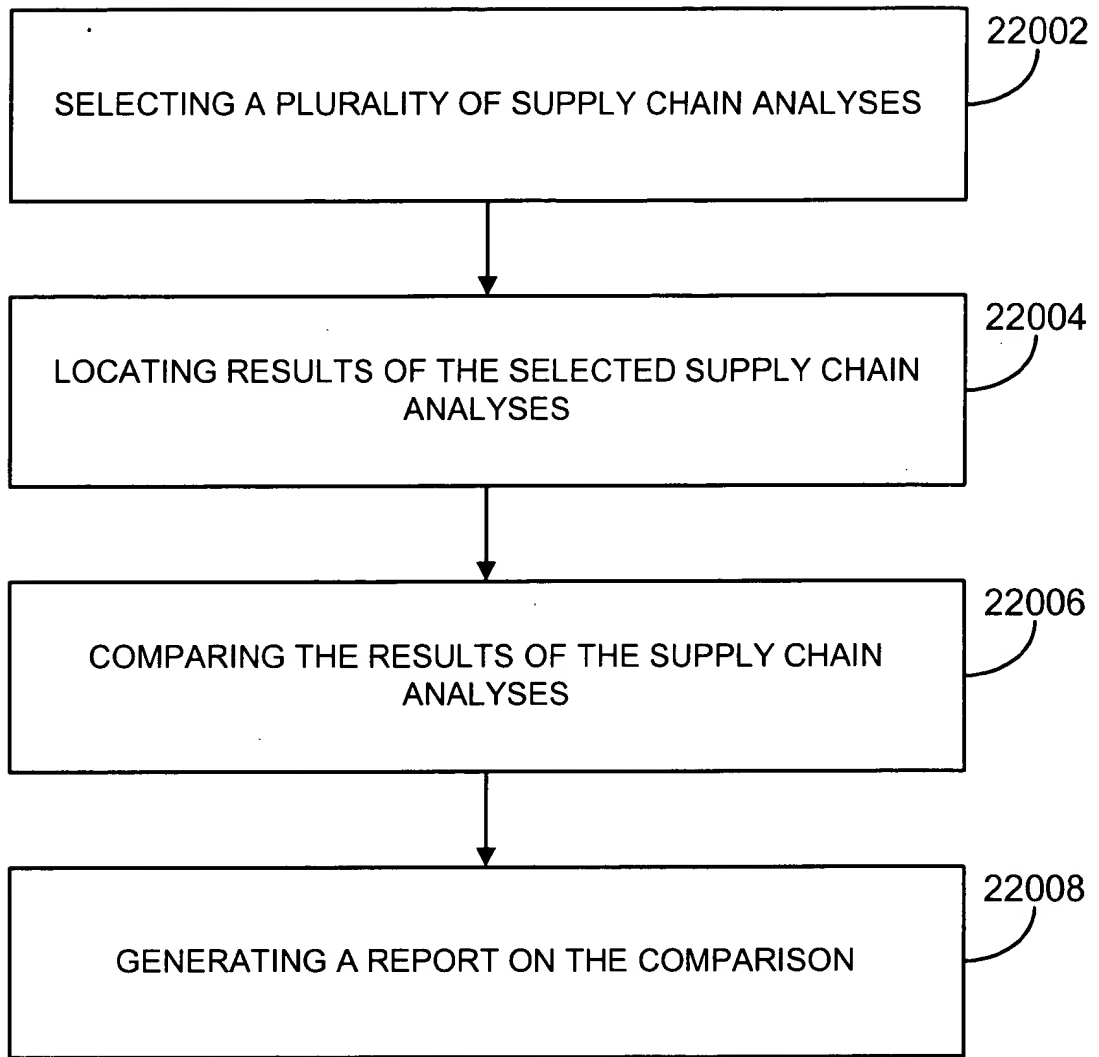
21900



FIG. 219

FORN T E T O S

22000



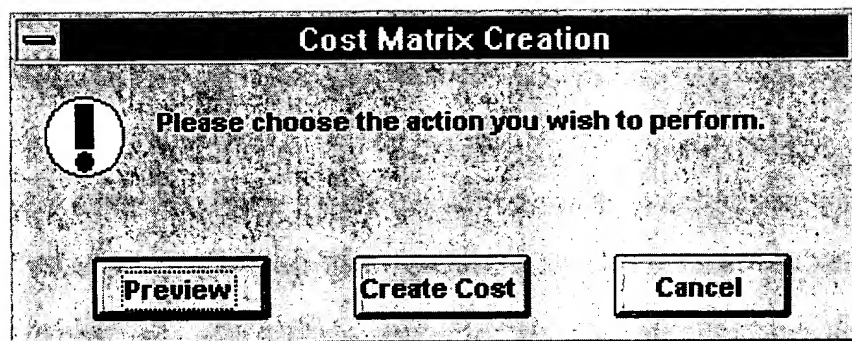
**FIG. 220**

22100



**FIG. 221**

22200



**FIG. 222**

22400 22300

Supply Patronage Sales/Inv Utilities Data Options

Supplier ...	Least Cost	Contract
Supplier Site ...		
Distributor ...		
DC ...		
Item		
Proposal		
Least Cost Analysis		
Formula Pricing	Edit / View	
Contract ...	New (Using Previous)	
Cost		
Vendor Rating		
Contact Management		
Logistics & Distribution		
Bakery Coverage		

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
--------------	---------	---------	----------	------------	-------------

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

General Info

Pricing

Freight

Formulas

Block Cost

Adjustments

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Tatr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7980
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

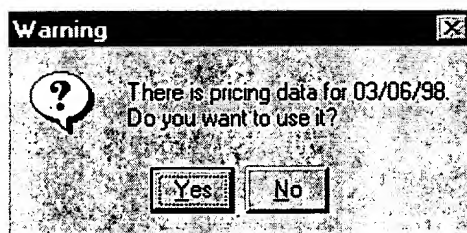


FIG. 226

22700

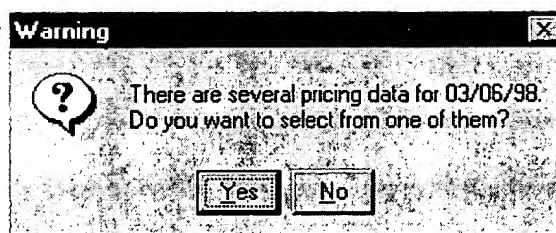


FIG. 227

22800

**Formula Pricing Selection**

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info Pricing **Freight** Formulas Block Cost Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

FIG. 228

23000

Formula Pricing - BEEF - 77% - 04/06/98																		
General Info		Pricing		Freight		Formules		Block Cost		Adjustments								
Formula	FD5#TR		FD65TR		FD73TC		FD80LC		FD85LN		FD90LC		IMAU99		LFTB		Total	
	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost		
AFS-1	0.3120	0.2871										0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9848
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368						0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042										0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386				0.1050	0.0956	0.9721
SER-1	0.3250	0.2926										0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684
TEX-1	0.3090	0.2766										0.3410	0.3802	0.2500	0.2452	0.1000	0.0898	0.9916
WHI-1	0.3250	0.2958										0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9766
WIS-1	0.3325	0.2977										0.4675	0.5165	0.1000	0.0986	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98							
General Info		Pricing		Freight		Formulas	
		Block Cost		Adjustments			
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?	
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>	
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>	
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>	
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>	
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>	
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>	
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>	
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>	

FIG. 231



23200

Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

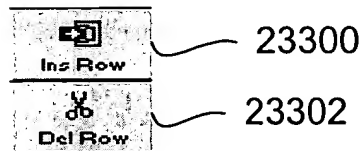


FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6		100.0000%	

FIG. 235

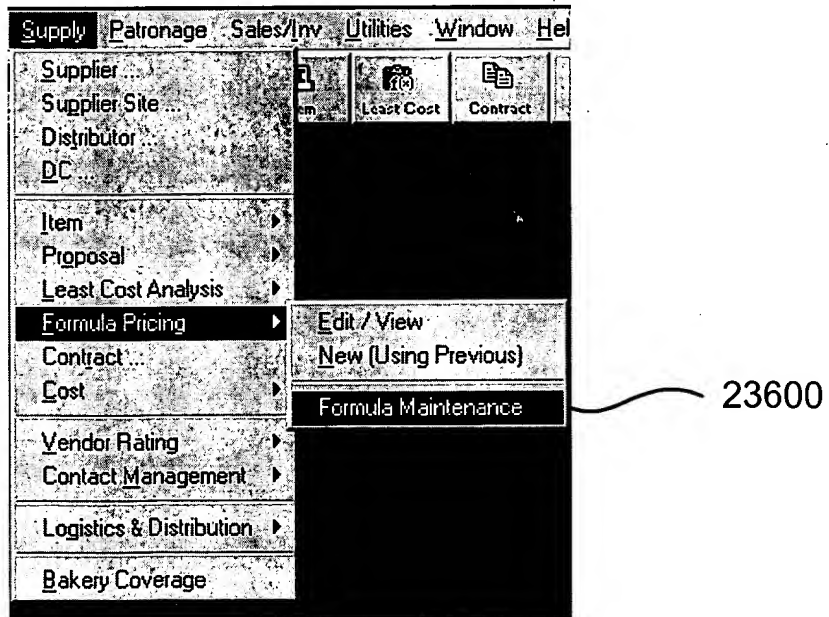


FIG. 236